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73.

October 1979

Chilton's CCJ
COMMERCIAL CAR JOURNAL for Fleet Management

C 2150-4

1980 Buyers' Guide

Thousands of Products for Fleet Operation

Fleet Specs

Makes·Models·Components

Catalog Directory

Postage-Paid Request Cards

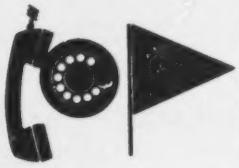
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 136 NUMBER 10 OCTOBER 1979

PAGE 134. NEW CAR SECTION

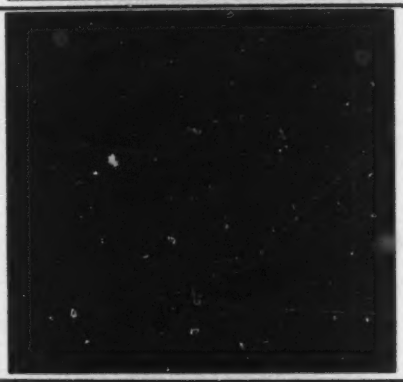
An in-depth report on the new 1980 models being offered by American car manufacturers, together with a technical review of engineering changes and what car buyers can expect to see in automotive showrooms beginning this month.

PAGE 161. FLEET BUYERS' DIRECTORY

CCJ's 31st edition of the only directory serving the entire fleet market. An all-in-one directory for finding manufacturers of truck equipment, plus component parts and services. Pages in this year's Buyers' Directory are color-coded yellow for quick identification.



Telephone Numbers listed by many suppliers are "hot lines" offering immediate product information, especially on "where-to-buy" locations. Black pennant indicates company is an advertiser in this issue. By checking company's name against the advertiser's index, additional product information is instantly available.



PAGE 241. MAKES • MODELS • COMPONENTS

The industry's only list of 1980 truck makes and models, including wheelbase and horsepower data. This year's exclusive makes and models section is color-coded green. An individual listing of the various makes and models by manufacturer can be found on page 241.

PAGE 291. CATALOG DIRECTORY

The industry's first and only catalog directory is an exclusive listing of 60 catalogs offered by manufacturers to CCJ fleet readers. This all-in-one-place directory is combined with reader service postcards for easy catalog ordering. Catalog pages are color-coded red.

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By PAUL REDDY
Statistical Editor

1979 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	White†	Others	Total Trucks
Under 6,000 lbs.	June-79	45,974	13,935	7,945	25,427	—	—	407	827	—	—	—	—	—	94,515
	6 Mos.-79	313,737	66,352	54,330	143,082	—	—	13,074	5,606	—	—	—	—	—	596,181
6,001-10,000 lbs.	June-79	41,037	12,994	11,377	63,252	—	2,228	3,393	73	—	—	—	—	—	134,354
	6 Mos.-79	257,630	67,889	78,973	420,531	—	16,549	46,538	364	—	—	—	—	2	888,476
10,001-14,000 lbs.	June-79	—	—	874	4	—	—	—	—	—	—	—	—	—	878
	6 Mos.-79	—	11	13,400	299	—	—	—	—	—	—	—	—	—	13,710
14,001-16,000 lbs.	June-79	—	—	1	—	—	—	—	—	—	—	—	—	—	1
	6 Mos.-79	—	—	2,219	—	—	—	—	—	—	—	—	—	1	2,220
16,001-19,500 lbs.	June-79	99	63	—	—	—	—	—	—	—	—	—	—	—	162
	6 Mos.-79	924	483	—	—	—	7	—	—	—	—	—	—	9	1,423
19,501-26,000 lbs.	June-79	2,718	1,947	—	4,294	—	1,027	—	—	—	—	—	—	—	9,986
	6 Mos.-79	19,048	13,785	—	26,252	—	4,874	—	—	—	—	—	—	—	63,959
26,001-33,000 lbs.	June-79	146	145	—	1,577	—	2,491	—	—	—	—	—	—	—	4,359
	6 Mos.-79	622	976	—	9,118	—	12,386	—	—	—	—	—	—	3	23,105
33,001 lbs. and over	June-79	706	1,668	—	2,183	1,139	3,189	—	—	1,168	2,877	434	908	201	14,473
	6 Mos.-79	3,328	10,706	—	12,865	7,527	20,270	—	—	7,408	16,205	5,056	6,417	1,024	90,806
Total	June-79	90,680	30,752	20,197	96,737	1,139	8,935	3,800	900	1,168	2,877	434	908	201	258,728
	6 Mos.-79	595,289	160,202	148,922	612,147	7,527	54,086	59,612	5,970	7,408	16,205	5,056	6,417	1,039	1,679,880
	6 Mos.-78	583,956	158,735	212,388	565,646	4,432	47,650	74,722	5,225	6,766	15,155	4,100	6,909	1,018	1,686,702
Trucks with Diesel Engines*	6 Mos.-79	19,583	16,863	—	19,197	7,527	28,348	—	—	7,408	16,205	5,056	6,417	1,027	127,631
	6 Mos.-78	13,967	14,296	—	17,424	4,432	22,110	—	—	6,766	15,155	4,100	6,909	985	106,144

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6,001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	June-79	2,272	—	1,458	146	255	4,131
	6 Mos.-79	14,531	—	2,793	620	1,639	19,583
Ford	June-79	—	—	616	543	1,968	3,127
	6 Mos.-79	—	—	4,091	3,277	11,829	19,197
Freightliner	June-79	—	—	—	—	1,139	1,139
	6 Mos.-79	—	—	—	—	7,527	7,527
GMC	June-79	1,057	—	248	143	1,568	3,016
	6 Mos.-79	4,483	—	1,429	945	10,006	16,863
IHC	June-79	—	1	92	1,682	3,170	4,945
	6 Mos.-79	—	216	578	7,920	19,634	28,348
Kenworth	June-79	—	—	—	—	1,168	1,168
	6 Mos.-79	—	—	—	—	7,408	7,408
Mack	June-79	—	—	—	—	2,877	2,877
	6 Mos.-79	—	—	—	—	16,205	16,205
Peterbilt	June-79	—	—	—	—	434	434
	6 Mos.-79	—	—	—	—	5,056	5,056
White	June-79	—	—	—	—	908	908
	6 Mos.-79	—	—	—	—	6,417	6,417
Others	June-79	—	—	—	—	201	201
	6 Mos.-79	—	—	—	3	1,024	1,027
Total	June-79	3,329	1	2,414	2,514	13,688	21,946
	6 Mos.-79	19,014	216	8,891	12,765	86,745	127,631
	June-78	3,844	119	939	1,975	13,744	20,621
	6 mos.-78	15,024	498	6,109	10,411	73,102	106,144

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	June 1979	6 Months—1979 Units	6 Months—1979 Value*
Vans	10,592	71,170	793,716
Tanks	671	4,224	105,927
Bulk commodity and dry material	382	2,332	46,162
Pole and logging	153	719	6,778
Platform	3,155	18,201	138,205
Low-bed heavy haulers (over 10 tons)	525	3,330	49,257
Dump trailers and dump chassis	1,008	6,056	87,760
Dollies or converter gear	562	3,085	11,275
Auto transports	82	696	15,107
All other tractors and chassis	394	1,994	16,164
Total—Complete trailers and chassis	17,524	111,807	1,270,351
Detachable trailers[1]	855	5,883	43,395
Detachable trailers chassis[1]	1,030	7,049	35,830

Source: Industry Division, Bureau of the Census.
[1]Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	July 1979	July 1978	Calendar Year 1979	Calendar Year 1978
Chevrolet	79,655	95,128	706,459	719,801
GMC	37,657	34,831	228,726	225,618
Chrysler	8,744	40,477	233,568	284,331
Ford	74,311	82,915	755,133	699,050
International	3,800	2,975	79,500	64,697
Jeep Corp.	625	10,117	84,354	102,307
AM General	1,232	1,490	12,142	9,313
Mack	2,272	2,016	21,364	19,696
White	542	974	7,184	7,898
Others	3,145	2,800	25,204	20,630
Total—Trucks and Buses	211,983	273,723	2,153,634	2,153,341
Total—Passenger Cars	584,487	576,653	5,478,701	5,501,548
Total—Motor Vehicles	796,470	850,376	7,632,335	7,654,889

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	June-79	180	130	2,145	—	—	2,309	4,764
	6 Mos.-79	1,073	550	4,997	—	—	14,951	21,571
Chrysler	June-79	—	132	—	—	—	—	132
	6 Mos.-79	—	384	—	—	—	—	384
Ford	June-79	1,967	1,241	828	—	—	—	4,036
	6 Mos.-79	12,268	6,271	4,954	—	—	—	23,493
Freightliner	June-79	113	629	397	—	—	—	1,139
	6 Mos.-79	671	4,969	1,867	—	—	—	7,527
GMC	June-79	303	446	1,552	—	—	1,066	3,367
	6 Mos.-79	1,133	2,739	10,322	—	—	4,592	18,786
IHC	June-79	211	2,391	1,044	1,919	—	18	5,583
	6 Mos.-79	1,102	15,462	5,441	9,826	—	431	32,262
Kenworth	June-79	275	651	390	—	—	—	1,316
	6 Mos.-79	1,588	4,175	2,128	—	—	—	7,891
Mack	June-79	24	192	40	—	3,047	40	3,343
	6 Mos.-79	160	1,388	297	—	16,928	275	19,057
Peterbilt	June-79	124	226	131	—	—	—	481
	6 Mos.-79	1,668	2,426	1,394	—	—	—	5,488
White	June-79	179	396	388	—	—	—	963
	6 Mos.-79	434	4,285	1,987	—	—	—	6,706
Others	June-79	33	74	102	—	—	—	209
	6 Mos.-79	166	359	524	—	—	—	1,049
Totals	June-79	3,409	6,508	7,017	1,919	3,047	3,433	25,333
	6 Mos.-79	20,272	43,008	33,931	9,826	16,928	20,249	144,214
	June-78	2,958	7,351	4,016	1,136	3,465	4,323	23,249
	6 Mos.-78	16,266	39,249	22,002	6,290	16,409	18,078	118,294

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scandia.

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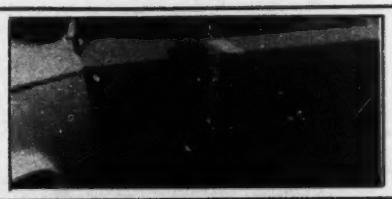
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 136 NUMBER 11 NOVEMBER 1979



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After equipping its fleet for every available fuel saving device possible, Preston Trucking Co. launches a driver training program aimed at motivating drivers towards maximum fuel economy.

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American Trucking Associations' newest chairman, Frank Cochran, chairman of Bray Lines Inc., comes on the industry scene when regulated trucking is in disarray and the economy is beginning to fail. A look at the man from the plains of Oklahoma and how he sees the challenges of 1980.

105 THE MAINTENANCE COUNCIL INAUGURAL
Reorganized as the Maintenance Council of American Trucking Associations, this premier group of maintenance men conducts a successful inaugural meeting in conjunction with Truck Week '79. A review of new solutions for old problems.

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Martin H. Bauman, a New York-based management personnel specialist, claims the trucking industry faces a crisis because many bright, young managers are leaving for more stable fields of endeavor.

112 THE BATTLE OVER PACKAGE EXPRESS
It's been "shake, rattle and roll" time in Dallas for Trailways, the nation's number two intercity bus carrier. Under new ownership and new management, Trailways has taken on the industry giant, Greyhound, in an effort to wrestle away some of the lucrative package express revenue that everybody is scrambling for.

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What do you do with heavy-duty starters and alternators when their useful life has ended? Ryder Leasing of Miami rebuilds and guarantees them for 144,000 miles. Here's how they do it.

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Chilton

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facts and figures

By **PAUL REDDY**
Statistical Editor

1979 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	White†	Others	Total Trucks
Under 6,000 lbs.	July-79	41,513	15,539	3,032	15,668	—	—	68	479	—	—	—	—	—	76,299
	7 Mos.-79	355,250	81,891	51,798	158,750	—	—	13,142	6,085	—	—	—	—	—	666,916
6,001-10,000 lbs.	July-79	32,872	12,874	4,348	40,498	—	815	1,103	13	—	—	—	—	—	92,523
	7 Mos.-79	290,502	80,763	88,885	461,029	—	17,364	47,641	377	—	—	—	—	2	986,563
10,001-14,000 lbs.	July-79	—	1	297	1	—	—	—	—	—	—	—	—	—	299
	7 Mos.-79	—	12	13,697	300	—	—	—	—	—	—	—	—	—	14,009
14,001-16,000 lbs.	July-79	—	—	80	—	—	—	—	—	—	—	—	—	—	80
	7 Mos.-79	—	—	2,299	—	—	—	—	—	—	—	—	—	1	2,300
16,001-19,500 lbs.	July-79	137	193	—	—	—	—	—	—	—	—	—	—	—	330
	7 Mos.-79	1,061	676	—	—	—	7	—	—	—	—	—	—	9	1,753
19,501-26,000 lbs.	July-79	2,723	2,439	—	3,005	—	711	—	—	—	—	—	—	—	8,878
	7 Mos.-79	21,771	16,224	—	29,257	—	5,585	—	—	—	—	—	—	—	72,837
26,001-33,000 lbs.	July-79	143	143	—	1,061	—	1,680	—	—	—	—	—	—	—	3,027
	7 Mos.-79	765	1,119	—	10,179	—	14,066	—	—	—	—	—	—	3	26,132
33,001 lbs. and over	July-79	727	2,215	—	1,755	1,102	2,803	—	—	1,239	2,415	478	679	195	13,608
	7 Mos.-79	4,055	12,921	—	14,620	8,629	23,073	—	—	8,647	18,620	5,534	7,096	1,219	104,414
Total	July-79	78,115	33,404	7,757	61,988	1,102	6,009	1,171	492	1,239	2,415	478	679	195	195,044
	7 Mos.-79	673,404	193,606	156,679	674,135	8,629	60,095	60,783	6,462	8,647	18,620	5,534	7,096	1,234	1,874,924
	7 Mos.-78	676,858	189,238	242,866	644,480	5,411	52,178	82,000	5,674	7,839	17,480	4,859	7,925	1,232	1,938,040
Trucks with Diesel Engines*	7 Mos.-79	24,397	20,443	—	21,889	8,629	32,245	—	—	8,647	18,620	5,534	7,096	1,222	148,702
	7 Mos.-78	17,297	17,369	—	19,275	5,411	24,661	—	—	7,839	17,480	4,859	7,925	1,199	123,315

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Ftoible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6,001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	July-79	2,641	—	1,732	140	301	4,814
	7 Mos.-79	17,172	—	4,525	760	1,940	24,397
Ford	July-79	—	—	537	474	1,661	2,672
	7 Mos.-79	—	—	4,628	3,751	13,490	21,869
Freightliner	July-79	—	—	—	—	1,102	1,102
	7 Mos.-79	—	—	—	—	8,629	8,629
GMC	July-79	1,052	—	406	134	1,988	3,580
	7 Mos.-79	5,535	—	1,835	1,079	11,994	20,443
IHC	July-79	—	1	71	1,035	2,790	3,897
	7 Mos.-79	—	217	649	8,955	22,424	32,245
Kenworth	July-79	—	—	—	—	1,239	1,239
	7 Mos.-79	—	—	—	—	8,647	8,647
Mack	July-79	—	—	—	—	2,415	2,415
	7 Mos.-79	—	—	—	—	18,620	18,620
Peterbilt	July-79	—	—	—	—	478	478
	7 Mos.-79	—	—	—	—	5,534	5,534
White	July-79	—	—	—	—	679	679
	7 Mos.-79	—	—	—	—	7,096	7,096
Others	July-79	—	—	—	—	195	195
	7 Mos.-79	—	—	—	3	1,219	1,222
Total	July-79	3,693	1	2,746	1,783	12,848	21,071
	7 Mos.-79	22,707	217	11,637	14,548	99,593	148,702
	July-78	3,868	44	623	1,668	10,968	17,171
	7 mos.-78	19,892	542	6,732	12,079	84,070	123,315

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	July 1979	7 Months—1979 Units	7 Months—1979 Value*
Vans	10,477	81,748	916,641
Tanks	740	4,971	125,895
Bulk commodity and dry material	271	2,605	51,962
Pole and logging	181	900	8,475
Platform	2,809	20,868	159,806
Low-bed heavy haulers (over 10 tons)	505	3,833	56,721
Dump trailers and dump chassis	924	6,926	101,005
Dollies or converter gear	800	3,862	13,874
Auto transports	63	781	16,758
All other tractors and chassis	339	2,333	19,340
Total—Complete trailers and chassis	17,109	128,807	1,470,477
Detachable trailers†	722	6,605	48,833
Detachable trailers chassis†	1,191	8,240	41,757

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	August 1979	August 1978	Calendar Year 1979	Calendar Year 1978
Chevrolet	44,167	95,077	750,626	814,878
GMC	21,238	29,379	249,964	254,997
Chrysler	2,904	18,984	236,472	303,325
Ford	33,409	99,756	788,542	798,806
International	12,069	12,403	91,589	77,100
Jeep Corp.	10,625	17,790	94,979	120,097
AM General	2,102	1,871	14,244	11,184
Mack	3,387	2,066	24,751	21,782
White	880	895	8,064	8,793
Others	3,220	3,220	28,424	23,850
Total—Trucks and Buses	134,001	281,451	2,287,635	2,434,792
Total—Passenger Cars	448,981	535,491	5,927,682	6,037,039
Total—Motor Vehicles	582,982	816,942	8,215,317	8,471,831

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	July-79	174	86	2,443	—	—	2,645	5,348
	7 Mos.-79	1,247	636	7,440	—	—	17,596	26,919
Chrysler	July-79	—	72	—	—	—	—	72
	7 Mos.-79	—	456	—	—	—	—	456
Ford	July-79	1,713	1,128	677	—	—	—	3,518
	7 Mos.-79	13,981	7,399	5,631	—	—	—	27,011
Freightliner	July-79	121	661	320	—	—	—	1,102
	7 Mos.-79	792	5,630	2,207	—	—	—	8,629
GMC	July-79	262	636	2,054	—	—	1,053	4,005
	7 Mos.-79	1,395	3,375	12,376	—	—	5,645	22,791
IHC	July-79	159	2,050	812	1,313	—	23	4,357
	7 Mos.-79	1,261	17,512	6,253	11,139	—	454	36,619
Kenworth	July-79	281	671	351	—	—	—	1,303
	7 Mos.-79	1,869	4,846	2,479	—	—	—	9,194
Mack	July-79	25	402	26	—	2,336	39	2,828
	7 Mos.-79	194	1,790	323	—	19,264	314	21,885
Peterbilt	July-79	162	269	109	—	—	—	540
	7 Mos.-79	1,830	2,695	1,503	—	—	—	6,028
White	July-79	51	467	225	—	—	—	743
	7 Mos.-79	485	4,752	2,212	—	—	—	7,449
Others	July-79	24	66	107	—	—	—	197
	7 Mos.-79	190	425	631	—	—	—	1,246
Totals	July-79	2,972	6,508	7,124	1,313	2,336	3,760	24,013
	7 Mos.-79	23,244	49,516	41,055	11,139	19,264	24,009	168,227
	July-78	2,004	5,803	3,726	619	2,533	4,057	18,742
	7 Mos.-78	18,270	45,052	25,728	6,909	18,942	22,135	137,036

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scandia.

NOTE

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SANBORN'S: New England Fleet On The Move

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The Industry's
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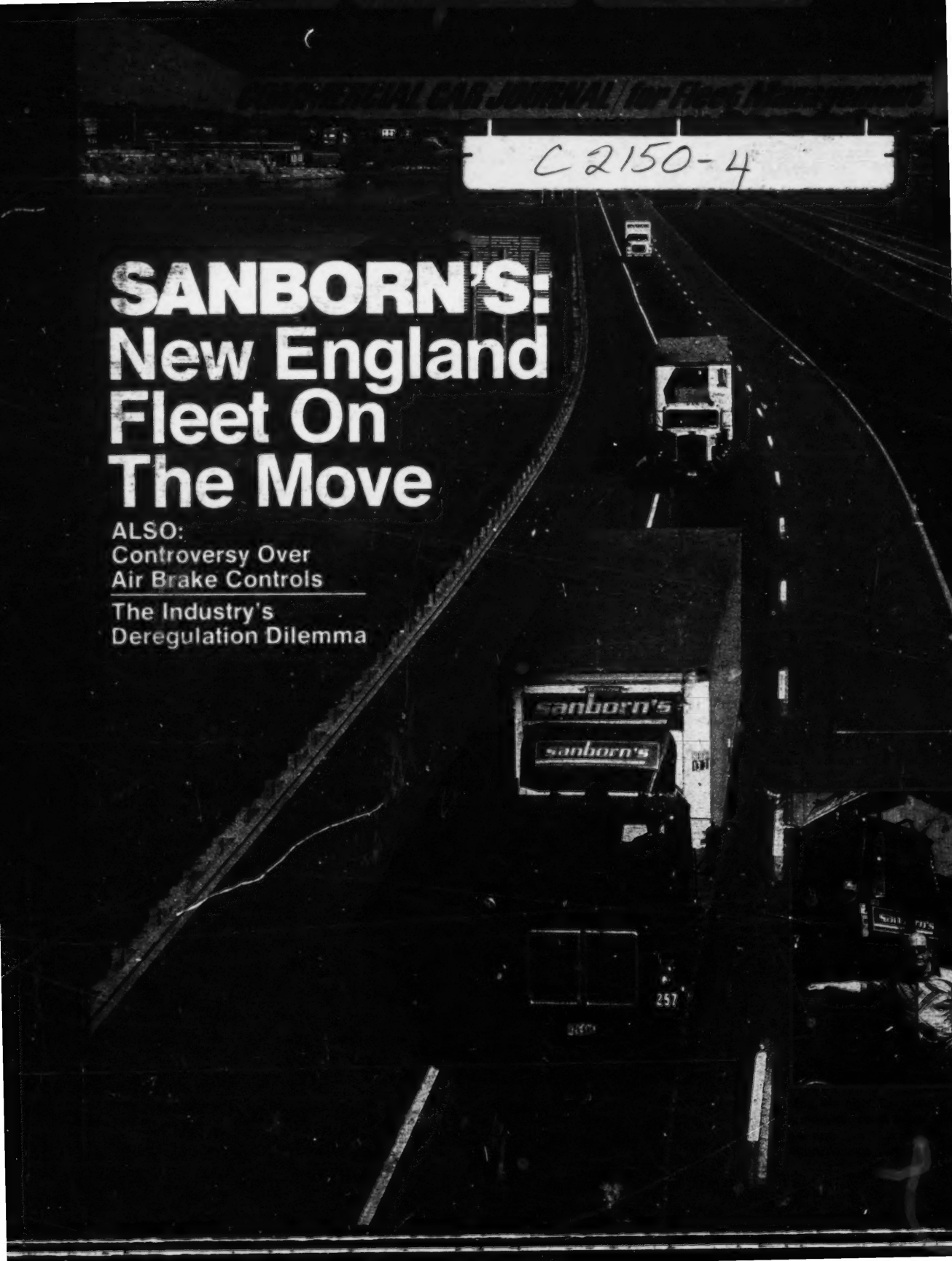

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VOLUME 136 NUMBER 12 DECEMBER 1979

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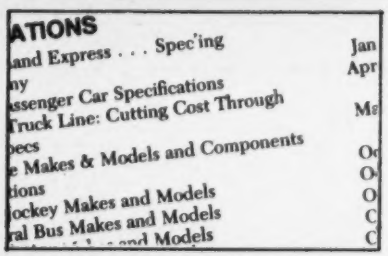
76 SANBORN'S: A CARRIER ON THE MOVE

Sanborn's Express of Maine is on the move. With an impressive list of acquisitions and growing operating authority that covers the Canadian Maritime Provinces to the north and Pennsylvania to the south, Sanborn's discovers the road to financial survival is expansion. Helping this family-owned motor carrier to find happiness in growth is Malcolm Pierson, maintenance director who was just elected general chairman of the new ATA Maintenance Council.

84 HOW MANY BRAKE VALVES?

How many brake valves should a tractor have poking out of its dashboard! Speaking for truck users, ATAs' TAG group points to SAE and RCCC "standards" and says "three." In spite of this, vehicle and brake control manufacturers are leaning towards a simplified two-valve system.



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Newest winners of CCJ's coveted Rookie Of The Year Award presented in conjunction with ATAs' Safe Truck Driver Roadeos.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1979 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	White†	Others	Total Trucks
Under 6,000 lbs.	Aug.-79	22,908	8,876	1,866	10,102	—	—	3,215	984	—	—	—	—	—	47,951
	8 Mos.-79	378,158	90,767	53,664	168,852	—	—	16,357	7,069	—	—	—	—	—	714,867
6,001-10,000 lbs.	Aug.-79	16,585	7,762	11,796	20,099	—	1,068	3,942	9	—	—	—	—	—	61,261
	8 Mos.-79	307,087	88,525	100,681	481,128	—	18,432	51,583	386	—	—	—	—	2	1,047,824
10,001-14,000 lbs.	Aug.-79	—	8	397	—	—	—	—	—	—	—	—	—	—	405
	8 Mos.-79	—	20	14,094	300	—	—	—	—	—	—	—	—	—	14,414
14,001-16,000 lbs.	Aug.-79	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	8 Mos.-79	—	—	2,299	—	—	—	—	—	—	—	—	—	1	2,300
16,001-19,500 lbs.	Aug.-79	431	155	—	—	—	1	—	—	—	—	—	—	—	587
	8 Mos.-79	1,492	831	—	—	—	8	—	—	—	—	—	—	9	2,340
19,501-26,000 lbs.	Aug.-79	2,515	1,607	—	1,249	—	1,233	—	—	—	—	—	—	—	6,604
	8 Mos.-79	24,286	17,831	—	30,506	—	6,818	—	—	—	—	—	—	—	79,441
26,001-33,000 lbs.	Aug.-79	185	221	—	404	—	1,928	—	—	—	—	—	—	—	2,738
	8 Mos.-79	950	1,340	—	10,583	—	15,994	—	—	—	—	—	—	3	28,870
33,001 lbs. and over	Aug.-79	619	2,181	—	1,434	1,571	2,737	—	—	1,297	2,362	532	816	39	13,588
	8 Mos.-79	4,674	15,102	—	16,054	10,200	25,810	—	—	9,944	20,982	6,066	7,912	1,258	118,002
Total	Aug.-79	43,243	20,810	14,059	33,288	1,571	6,967	7,157	993	1,297	2,362	532	816	39	133,134
	8 Mos.-79	716,647	214,416	170,738	707,423	10,200	67,062	67,940	7,455	9,944	20,982	6,066	7,912	1,273	2,008,058
	8 Mos.-78	766,949	218,553	258,399	741,413	6,698	60,272	97,926	5,910	9,218	19,468	5,830	6,840	1,463	2,200,939
Trucks with Diesel Engines*	8 Mos.-79	27,196	23,964	—	23,546	10,200	36,096	—	—	9,944	20,982	6,066	7,912	1,261	167,167
	8 Mos.-78	20,082	19,961	—	22,441	6,698	28,231	—	—	9,218	19,468	5,830	6,840	1,430	142,199

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6,001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Aug.-79	1,507	—	856	184	252	2,799
	8 Mos.-79	18,679	—	5,381	944	2,192	27,196
Ford	Aug.-79	—	—	256	112	1,309	1,677
	8 Mos.-79	—	—	4,884	3,863	14,799	23,546
Freightliner	Aug.-79	—	—	—	—	1,571	1,571
	8 Mos.-79	—	—	—	—	10,200	10,200
GMC	Aug.-79	889	—	368	204	2,060	3,521
	8 Mos.-79	6,424	—	2,203	1,283	14,054	23,964
IHC	Aug.-79	—	5	63	1,048	2,735	3,851
	8 Mos.-79	—	222	712	10,003	25,159	36,096
Kenworth	Aug.-79	—	—	—	—	1,297	1,297
	8 Mos.-79	—	—	—	—	9,944	9,944
Mack	Aug.-79	—	—	—	—	2,362	2,362
	8 Mos.-79	—	—	—	—	20,982	20,982
Peterbilt	Aug.-79	—	—	—	—	532	532
	8 Mos.-79	—	—	—	—	6,066	6,066
White	Aug.-79	—	—	—	—	816	816
	8 Mos.-79	—	—	—	—	7,912	7,912
Others	Aug.-79	—	—	—	—	39	39
	8 Mos.-79	—	—	—	3	1,258	1,261
Total	Aug.-79	2,396	5	1,543	1,548	12,973	18,465
	8 Mos.-79	25,103	222	13,180	16,096	112,566	167,167
	Aug.-78	2,640	74	1,126	2,377	12,667	18,884
	8 mos.-78	22,532	616	7,858	14,456	96,737	142,199

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	August 1979	8 Months—1979 Units	8 Months—1979 Value*
Vans	13,548	95,342	1,073,197
Tanks	696	5,661	144,939
Bulk commodity and dry material	271	2,875	58,240
Pole and logging	113	1,013	9,584
Platform	3,143	24,021	184,169
Low-bed heavy haulers (over 10 tons)	584	4,417	65,739
Dump trailers and dump chassis	828	7,797	113,451
Dollies or converter gear	709	4,571	16,356
Auto transports	91	852	19,104
All other tractors and chassis	389	2,747	23,124
Total—Complete trailers and chassis	20,372	149,296	1,707,903
Detachable trailers†	747	7,252	56,098
Detachable trailers chassis†	1,464	9,714	49,201

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	September 1979	September 1978	Calendar Year 1979	Calendar Year 1978
Chevrolet	61,763	98,312	812,389	913,120
GMC	22,389	28,746	272,353	283,743
Chrysler	12,433	34,055	248,905	337,380
Ford	58,873	100,108	847,415	898,914
International	9,835	10,757	101,404	87,857
Jeep Corp.	9,399	14,616	104,378	134,713
AM General	1,800	2,385	16,044	13,589
Mack	2,923	3,000	27,674	24,782
White	843	1,222	8,907	10,015
Others	2,850	2,510	31,274	26,380
Total—Trucks and Buses	183,108	295,711	2,470,743	2,730,503
Total—Passenger Cars	622,078	737,040	6,549,760	6,774,679
Total—Motor Vehicles	805,186	1,032,751	9,020,503	9,504,582

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Aug.-79	164	46	1,362	—	—	1,508	3,080
	8 Mos.-79	1,411	682	8,802	—	—	19,104	29,999
Chrysler	Aug.-79	—	84	—	—	—	—	84
	8 Mos.-79	—	540	—	—	—	—	540
Ford	Aug.-79	889	776	606	—	—	—	2,251
	8 Mos.-79	14,850	8,175	6,237	—	—	—	29,262
Freightliner	Aug.-79	210	990	371	—	—	—	1,571
	8 Mos.-79	1,002	6,620	2,578	—	—	—	10,200
GMC	Aug.-79	291	817	1,813	—	—	889	3,810
	8 Mos.-79	1,686	4,192	14,189	—	—	6,534	26,601
IHC	Aug.-79	302	2,155	780	1,045	—	6	4,297
	8 Mos.-79	1,563	19,667	7,042	12,184	—	460	40,916
Kenworth	Aug.-79	320	711	355	—	—	—	1,386
	8 Mos.-79	2,189	5,557	2,834	—	—	—	10,580
Mack	Aug.-79	24	173	60	—	2,526	33	2,816
	8 Mos.-79	218	1,963	383	—	21,790	347	24,701
Peterbilt	Aug.-79	115	303	181	—	—	—	599
	8 Mos.-79	1,945	2,998	1,684	—	—	—	6,627
White	Aug.-79	48	545	273	—	—	—	866
	8 Mos.-79	533	5,297	2,485	—	—	—	8,315
Others	Aug.-79	29	19	24	—	—	—	72
	8 Mos.-79	219	444	655	—	—	—	1,318
Totals	Aug.-79	2,372	6,619	5,834	1,045	2,526	2,436	20,832
	8 Mos.-79	25,616	56,135	46,889	12,184	21,790	26,445	189,059
	Aug.-78	2,747	7,105	4,736	1,088	2,154	2,977	20,817
	8 Mos.-78	21,017	52,157	30,494	8,007	21,006	25,112	157,853

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scanilia.

NOTE

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A CCJ SPECIAL
THE GREAT
COASTAL CAPER

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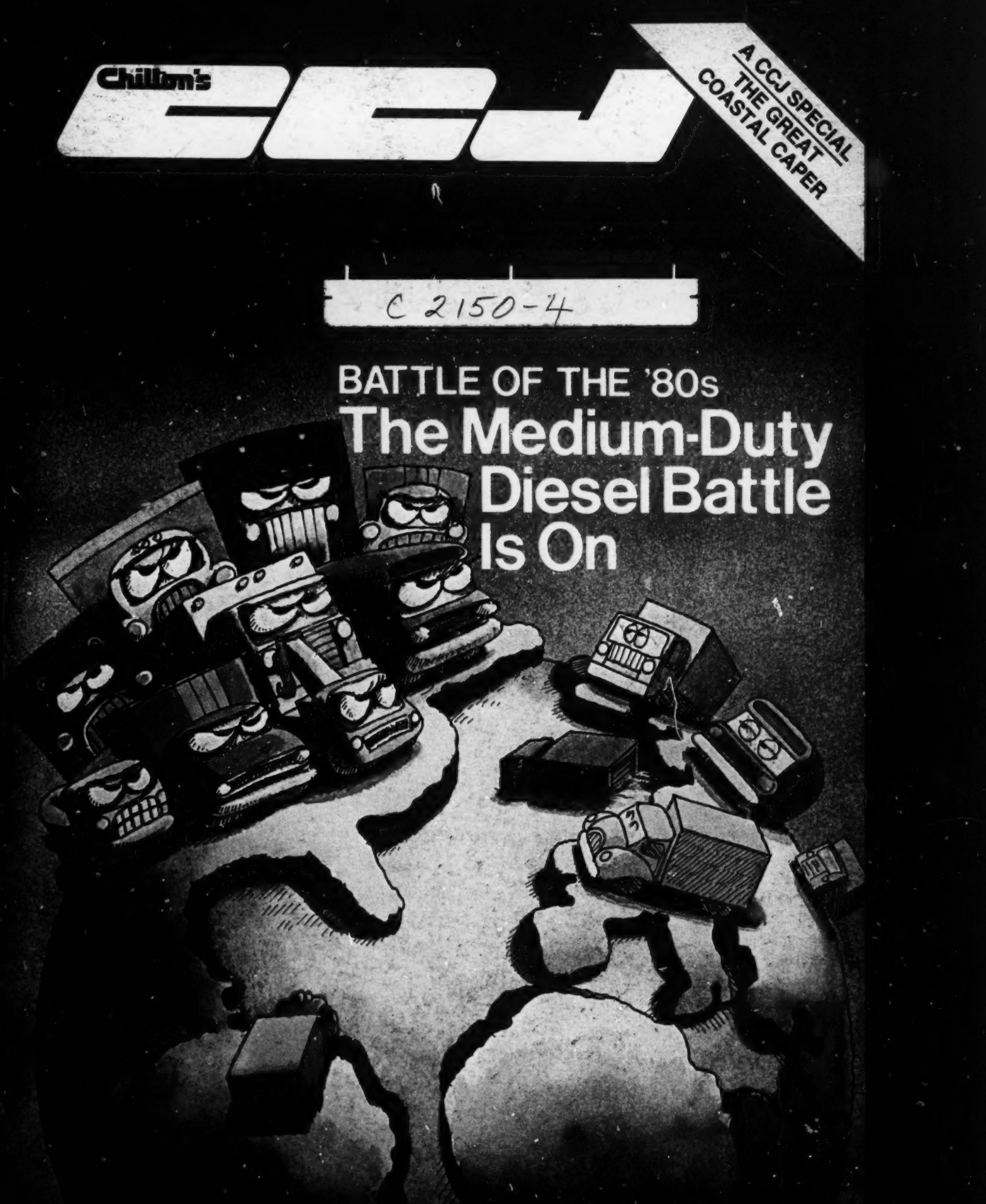
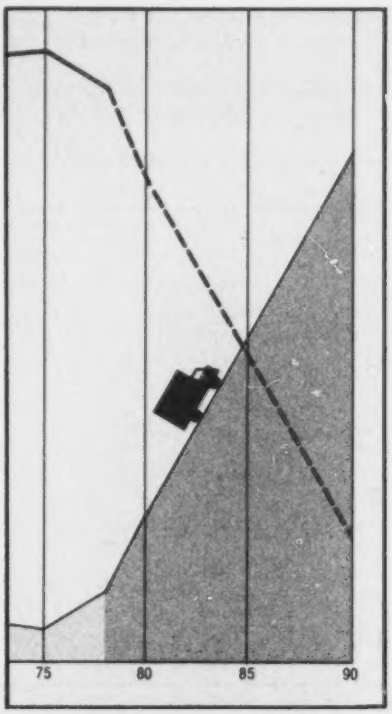
BATTLE OF THE '80s

The Medium-Duty Diesel Battle Is On



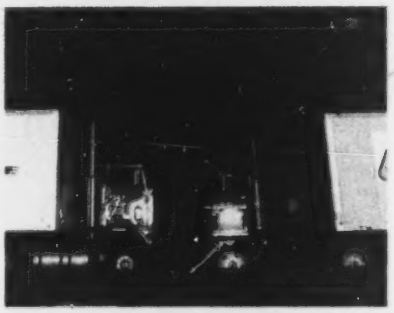
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 1 JANUARY 1980



74 BATTLE OF THE '80s

Looking for a mid-range, fuel-saver truck? You may find the answer to your fuel problems in this special report on mid-range diesel-powered equipment.

Part 1: The mid-range diesel truck and what purpose it serves
Part 2: What's available in U.S. and off-shore models
Part 3: The latest in mid-range diesel engines
Part 4: A detailed analysis of available axles
Part 5: Spec'ing a transmission for a mid-range truck
Part 6: What fleet users have to say



98 MOTOR CARRIER CORP: A NEW ALTERNATIVE

A group of local- and short-haul carriers join in a new corporation aimed at providing nationwide trucking service for shippers who until now have been giving their freight to some of the country's biggest regulated carriers.

100 THE GREAT COASTAL CAPER

While the Teamsters Union and Great Coastal trade charges over who damaged company equipment during a bitter strike, a federal judge orders a grand jury to probe allegations of kickbacks and unfair labor practices that may eventually cost the Richmond, Va. based company a million dollars.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1979 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	White†	Others	Total Trucks
Under 6,000 lbs.	Sept.-79	32,541	7,390	1,058	14,286	—	—	4,397	801	—	—	—	—	—	60,473
	9 Mos.-79	410,699	98,157	54,722	183,138	—	—	20,754	7,870	—	—	—	—	—	775,340
6,001-10,000 lbs.	Sept.-79	23,135	6,794	10,230	40,021	—	1,291	6,347	—	—	—	—	—	—	87,818
	9 Mos.-79	330,222	95,319	110,911	521,149	—	19,723	57,930	386	—	—	—	—	2	1,135,642
10,001-14,000 lbs.	Sept.-79	—	—	215	2	—	—	—	—	—	—	—	—	—	217
	9 Mos.-79	—	20	14,309	302	—	—	—	—	—	—	—	—	—	14,631
14,001-16,000 lbs.	Sept.-79	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	9 Mos.-79	—	—	2,299	—	—	—	—	—	—	—	—	—	1	2,300
16,001-19,500 lbs.	Sept.-79	159	72	—	—	—	—	—	—	—	—	—	—	—	231
	9 Mos.-79	1,651	903	—	—	—	8	—	—	—	—	—	—	9	2,571
19,501-26,000 lbs.	Sept.-79	2,844	1,738	—	4,319	—	1,104	—	—	—	—	—	—	—	10,005
	9 Mos.-79	27,130	19,569	—	34,825	—	7,922	—	—	—	—	—	—	—	89,446
26,001-33,000 lbs.	Sept.-79	97	182	—	943	—	2,548	—	—	—	—	—	—	—	3,770
	9 Mos.-79	1,047	1,522	—	11,526	—	18,542	—	—	—	—	—	—	3	32,640
33,001 lbs. and over	Sept.-79	202	1,525	—	1,593	1,156	3,058	—	—	1,041	2,187	491	879	91	12,223
	9 Mos.-79	4,876	16,627	—	17,647	11,356	28,868	—	—	10,985	23,169	6,557	8,791	1,349	130,225
Total	Sept.-79	58,978	17,701	11,503	61,164	1,156	8,001	10,744	801	1,041	2,187	491	879	91	174,737
	9 Mos.-79	775,625	232,117	182,241	768,587	11,356	75,063	78,684	8,256	10,985	23,169	6,557	8,791	1,364	2,182,795
	9 Mos.-78	862,723	243,657	291,640	836,669	8,096	68,761	111,419	7,486	10,314	21,735	6,612	9,958	1,548	2,480,618
Trucks with Diesel Engines*	9 Mos.-79	23,881	25,686	—	26,103	11,356	41,002	—	—	10,985	23,169	6,557	8,791	1,352	178,882
	9 Mos.-78	20,697	21,768	2,763	25,643	8,096	32,124	—	—	10,314	21,735	6,612	9,958	1,507	161,217

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Fixible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6,001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Sept.-79	4	—	*-3,509	97	93	*-3,315
	9 Mos.-79	18,683	—	1,872	1,041	2,285	23,881
Ford	Sept.-79	—	—	542	473	1,542	2,557
	9 Mos.-79	—	—	5,426	4,336	16,341	26,103
Freightliner	Sept.-79	—	—	—	—	1,156	1,156
	9 Mos.-79	—	—	—	—	11,356	11,356
GMC	Sept.-79	-244	—	343	172	1,451	1,722
	9 Mos.-79	*6,180	—	2,546	1,455	15,505	25,686
IHC	Sept.-79	—	62	164	1,629	3,051	4,906
	9 Mos.-79	—	284	876	11,632	28,210	41,002
Kenworth	Aug.-79	—	—	—	—	1,041	1,041
	9 Mos.-79	—	—	—	—	10,985	10,985
Mack	Sept.-79	—	—	—	—	2,187	2,187
	9 Mos.-79	—	—	—	—	23,169	23,169
Peterbilt	Sept.-79	—	—	—	—	491	491
	9 Mos.-79	—	—	—	—	6,557	6,557
White	Sept.-79	—	—	—	—	879	879
	9 Mos.-79	—	—	—	—	8,791	8,791
Others	Sept.-79	—	—	—	—	91	91
	9 Mos.-79	—	—	—	3	1,349	1,352
Total	Sept.-79	-240	62	-2,460	2,371	11,982	11,715
	9 Mos.-79	24,863	284	10,720	18,467	124,548	178,882
	Sept.-78	2,789	42	1,262	1,901	13,024	19,018
	9 mos.-78	25,321	658	9,120	16,357	109,761	161,217

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*Cumulative adjustment—monthly revisions are not available.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	September 1979	9 Months—1979 Units	9 Months—1979 Value²
Vans	11,444	106,786	1,206,201
Tanks	693	6,356	164,521
Bulk commodity and dry material	258	3,142	63,896
Pole and logging	153	1,186	11,513
Platform	2,858	27,015	208,716
Low-bed heavy haulers (over 10 tons)	530	4,931	73,593
Dump trailers and dump chassis	830	8,647	125,422
Dollies or converter gear	802	5,373	19,267
Auto transports	88	943	21,382
All other tractors and chassis	442	3,188	26,717
Total—Complete trailers and chassis	18,098	167,547	1,921,228
Detachable trailers¹	526	7,782	61,291
Detachable trailers chassis¹	1,267	10,981	56,450

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

TRUCK AND BUS PRODUCTION

Make	December 1979	December 1978	Calendar Year 1979	Calendar Year 1978
Chevrolet	82,657	114,155	895,046	1,027,345
GMC	25,498	35,339	297,851	319,082
Chrysler	18,581	56,571	267,486	393,951
Ford	73,903	123,774	921,318	1,022,688
International	13,053	12,229	114,457	100,086
Jeep Corp.	8,383	14,506	112,761	149,219
AM General	1,658	1,923	17,702	15,492
Mack	3,347	3,488	31,021	28,250
White	951	1,651	9,858	11,666
Others	3,680	3,300	34,954	29,660
Total—Trucks and Buses	231,711	386,936	2,702,454	3,097,439
Total—Passenger Cars	790,890	914,948	7,340,650	7,689,027
Total—Motor Vehicles	1,022,601	1,281,884	10,043,104	10,786,466

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Sept.-79	25	38	*-4,103	—	—	4	*-4,036
	9 Mos.-79	1,436	720	*4,699	—	—	19,108	25,963
Chrysler	Sept.-79	—	96	—	—	—	—	96
	9 Mos.-79	—	636	—	—	—	—	636
Ford	Sept.-79	1,530	842	532	—	—	—	2,904
	9 Mos.-79	16,380	9,017	6,769	—	—	—	32,166
Freightliner	Sept.-79	105	775	276	—	—	—	1,156
	9 Mos.-79	1,107	7,395	2,854	—	—	—	11,356
GMC	Sept.-79	247	586	1,282	—	—	-244	1,871
	9 Mos.-79	1,933	4,778	15,471	—	—	*6,290	28,472
IHC	Sept.-79	411	2,793	816	1,638	—	66	5,724
	9 Mos.-79	1,974	22,460	7,858	13,822	—	526	46,640
Kenworth	Sept.-79	246	541	329	—	—	—	1,116
	9 Mos.-79	2,435	6,098	3,163	—	—	—	11,696
Mack	Sept.-79	30	210	42	—	2,333	27	2,642
	9 Mos.-79	248	2,173	425	—	24,123	374	27,343
Peterbilt	Sept.-79	141	286	142	—	—	—	569
	9 Mos.-79	2,086	3,284	1,826	—	—	—	7,196
White	Sept.-79	46	584	298	—	—	—	928
	9 Mos.-79	579	5,881	2,783	—	—	—	9,243
Others	Sept.-79	85	28	44	—	—	—	157
	9 Mos.-79	304	472	699	—	—	—	1,475
Totals	Sept.-79	2,866	6,779	-342	1,638	2,333	-147	13,127
	9 Mos.-79	28,482	62,914	46,547	13,822	24,123	26,298	202,186
	Sept.-78	2,786	6,890	4,836	999	2,434	2,870	20,815
	9 Mos.-78	23,803	59,047	35,300	9,006	23,530	27,982	178,668

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Nissan, Olds, Scandia.
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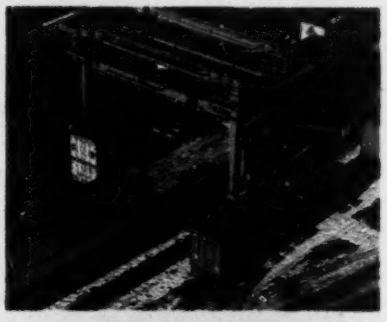


82 THE PIGGYBACK CONSPIRACY

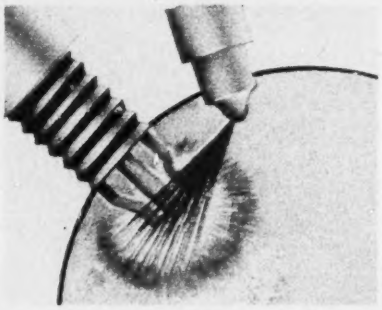
As the nation's energy situation worsens, interest increases on the side of fuel conservation. Expanded piggyback service for shippers nationwide is viewed by some officials in Washington as one answer to the impending crisis. CCJ looks at the unfolding conspiracy to force truckers off the highway and shippers back to the railroads.

92 DIESEL FUEL: THE WORST IS YET TO COME

As motor carriers face the complex problems of fuel waxing, they find themselves suddenly confronted with yet another condition that may set the industry back 10 or more years. And that is the re-introduction of high-sulfur diesel fuel which is likely to result in substantial reductions in engine oil drain intervals and the possibility of reduced engine life.

97 SECOND COMING OF SLACK ADJUSTERS

In the early '70s, automatic slack adjusters suffered from poor performance and near fatal industry rejection. Today, slack adjusters are bouncing back. Sales by manufacturers are up, OEM orders are on the increase and even the government is looking at the mandatory use of automatic brake adjusters.



103 MORE MILES PER BARREL OF CRUDE

UPS and Texaco team up to develop an alternative to gasoline power. If successful, their new engine should be able to run on nearly anything from whale oil to turpentine. And that's a significant development for a fleet of more than 35,000 package delivery trucks.

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Under 6,000 lbs.	Oct.-79	46,223	8,190	3,115	14,203	—	—	2,91[illegible]	922	—	—	—	—	—	75,570
	10 Mos.-79	456,922	106,347	57,837	197,341	—	—	23,67[illegible]	8,792	—	—	—	—	—	850,910
6,001-10,000 lbs.	Oct.-79	28,708	7,808	13,163	56,584	—	2,358	3,399	—	—	—	—	—	1	112,021
	10 Mos.-79	358,930	103,127	124,074	577,733	—	22,081	61,329	386	—	—	—	—	3	1,247,663
10,001-14,000 lbs.	Oct.-79	—	—	1,613	114	—	—	—	—	—	—	—	—	—	1,727
	10 Mos.-79	—	20	15,922	416	—	—	—	—	—	—	—	—	—	16,358
14,001-16,000 lbs.	Oct.-79	—	—	53	—	—	—	—	—	—	—	—	—	2	55
	10 Mos.-79	—	—	2,352	—	—	—	—	—	—	—	—	—	3	2,355
16,001-19,500 lbs.	Oct.-79	226	58	—	—	—	—	—	—	—	—	—	—	—	284
	10 Mos.-79	1,877	961	—	—	—	8	—	—	—	—	—	—	9	2,855
19,501-26,000 lbs.	Oct.-79	3,094	1,332	—	3,529	—	1,894	—	—	—	—	—	—	9	9,858
	10 Mos.-79	30,224	20,901	—	38,354	—	9,816	—	—	—	—	—	—	9	99,304
26,001-33,000 lbs.	Oct.-79	78	167	—	1,149	—	3,274	—	—	—	—	—	—	—	4,668
	10 Mos.-79	1,125	1,689	—	12,675	—	21,816	—	—	—	—	—	—	3	37,308
33,001 lbs. and over	Oct.-79	402	1,617	—	1,826	1,310	4,615	—	—	1,312	2,422	856	1,001	236	15,597
	10 Mos.-79	5,278	18,244	—	19,473	12,666	33,483	—	—	12,297	25,591	7,413	9,792	1,585	145,822
Total	Oct.-79	78,731	19,172	17,944	77,405	1,310	12,141	6,316	922	1,312	2,422	856	1,001	248	219,780
	10 Mos.-79	854,356	251,289	200,185	845,992	12,666	87,204	85,000	9,178	12,297	25,591	7,413	9,792	1,612	2,402,575
	10 Mos.-78	973,321	271,344	337,012	955,109	9,437	81,032	123,661	8,759	11,581	23,921	7,493	11,157	1,640	2,815,467
Trucks with Diesel Engines*	10 Mos.-79	24,851	27,989	—	29,055	12,666	48,648	—	—	12,297	25,591	7,413	9,792	1,588	199,890
	10 Mos.-78	23,693	24,458	2,763	29,510	9,437	37,534	—	—	11,581	23,921	7,493	11,157	1,599	183,146

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6,001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
	Oct.-79	179	—	427	78	286	970
	10 Mos.-79	18,862	—	2,299	1,119	2,571	24,851
Chevrolet	Oct.-79	—	—	710	557	1,685	2,952
	10 Mos.-79	—	—	6,136	4,893	18,026	29,055
Ford	Oct.-79	—	—	—	—	1,310	1,310
	10 Mos.-79	—	—	—	—	12,666	12,666
Freightliner	Oct.-79	154	—	431	165	1,553	2,303
	10 Mos.-79	6,334	—	2,977	1,620	17,058	27,989
GMC	Oct.-79	—	286	463	2,287	4,610	7,646
	10 Mos.-79	—	570	1,339	13,919	32,820	48,648
IHC	Oct.-79	—	—	—	—	1,312	1,312
	10 Mos.-79	—	—	—	—	12,297	12,297
Kenworth	Oct.-79	—	—	—	—	2,422	2,422
	10 Mos.-79	—	—	—	—	25,591	25,591
Mack	Oct.-79	—	—	—	—	856	856
	10 Mos.-79	—	—	—	—	7,413	7,413
Peterbilt	Oct.-79	—	—	—	—	1,001	1,001
	10 Mos.-79	—	—	—	—	9,792	9,792
White	Oct.-79	—	—	—	—	236	236
	10 Mos.-79	—	—	—	3	1,585	1,588
Others	Oct.-79	333	286	2,031	3,087	15,271	21,008
	10 Mos.-79	25,196	570	12,751	21,554	139,819	199,890
Total	Oct.-78	3,289	78	1,215	2,247	15,100	21,929
	10 mos.-78	28,610	736	10,335	18,604	124,861	183,146

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	September 1979 Units	9 Months—1979 Units	9 Months—1979 Value*
Vans	11,444	106,786	1,206,201
Tanks	693	6,356	164,521
Bulk commodity and dry material	258	3,142	63,896
Pole and logging	153	1,166	11,513
Platform	2,858	27,015	208,716
Low-bed heavy haulers (over 10 tons)	530	4,931	73,593
Dump trailers and dump chassis	830	8,647	125,422
Dollies or converter gear	802	5,373	19,267
Auto transports	88	943	21,382
All other tractors and chassis	442	3,188	26,717
Total—Complete trailers and chassis	18,098	167,547	1,921,228
Detachable trailers†	526	7,782	61,291
Detachable trailers chassis†	1,267	10,981	56,450

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	November 1979	November 1978	Calendar Year 1979	Calendar Year 1978
Chevrolet	71,433	104,117	966,479	1,131,462
GMC	22,933	31,131	320,784	350,213
Chrysler	15,750	53,617	283,236	447,568
Ford	57,464	115,123	978,782	1,137,811
International	809	11,832	115,266	111,918
Jeep Corp.	8,227	13,518	120,988	162,737
AM General	1,100	2,251	18,802	17,743
Mack	2,729	3,308	33,750	31,558
Volkswagen of America	245	—	245	—
White	730	1,351	10,588	13,017
Others	3,372	3,400	38,326	33,060
Total—Trucks and Buses	184,792	339,648	2,887,246	3,437,087
Total—Passenger Cars	634,276	856,291	7,974,926	8,545,318
Total—Motor Vehicles	819,068	1,195,939	10,862,172	11,982,405

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Oct.-79	136	135	730	—	—	183	1,134
	10 Mos.-79	1,572	855	5,429	—	—	19,291	27,147
Chrysler	Oct.-79	—	—	—	—	—	48	48
	10 Mos.-79	—	636	—	—	—	48	684
Ford	Oct.-79	1,964	958	588	—	—	—	3,510
	10 Mos.-79	18,344	9,975	7,357	—	—	—	35,676
Freightliner	Oct.-79	205	796	309	—	—	—	1,310
	10 Mos.-79	1,312	8,191	3,163	—	—	—	12,666
GMC	Oct.-79	406	426	1,698	—	—	[illegible]54	2,684
	10 Mos.-79	2,339	5,204	17,169	—	—	6,444	31,156
IHC	Oct.-79	492	3,679	1,344	2,733	—	292	8,540
	10 Mos.-79	2,466	28,139	9,202	16,555	—	818	55,180
Kenworth	Oct.-79	338	752	346	—	—	—	1,436
	10 Mos.-79	2,773	6,850	3,509	—	—	—	13,132
Mack	Oct.-79	34	161	44	—	2,575	72	2,886
	10 Mos.-79	282	2,334	469	—	26,698	446	30,229
Peterbilt	Oct.-79	245	511	220	—	—	—	976
	10 Mos.-79	2,331	3,795	2,046	—	—	—	8,172
White	Oct.-79	59	694	315	—	—	—	1,068
	10 Mos.-79	638	6,575	3,098	—	—	—	10,311
Others	Oct.-79	119	58	116	—	—	3	296
	10 Mos.-79	423	530	815	—	—	3	1,771
Totals	Oct.-79	3,998	8,170	5,710	2,733	2,575	752	23,938
	10 Mos.-79	32,480	71,084	52,257	16,555	26,698	27,050	226,124
	Oct.-78	3,460	8,391	5,066	1,699	2,286	3,529	24,431
	10 Mos.-78	27,263	67,438	40,366	10,705	25,816	31,511	203,099

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scandia, Perkins, Isuzu.

HE PIGGYBACK
ONSPIRACY

are being forged towards a national policy on piggyback.
e is to get the freight off the highways and back on rails.
e Commerce Commission, American Association of
d certain railroad sympathizers on Capitol Hill are all
o reach this objective at the expense of the regulated
ustry. Their key phrase is "think rail."

Photo courtesy of Santa Fe Railroad

By **LEO ABRUZZESE,**
Washington Editor

■ Threads of a budding conspiracy shrouding an old form of intermodal transit are slowly surfacing as Washington gears up for another year of industry and government conflict over economic regulation of trucking.

Piggyback transportation, the movement of highway trailers on railroad flatcars, suddenly, has become almost universally popular, supported by claims of alleged fuel conservation, a hungry railroad industry and increasing liberalism toward existing restrictions.

There is no doubt that piggyback transportation, which is heavily regulated by the Interstate Commerce Commission, serves a purpose. Traditionally, shippers requiring less than first class freight service could tolerate the inefficiencies of rail transportation. Piggyback was also a convenient outlet for a motor carrier's overflow during peak freight seasons. Statistically, its recent popularity has produced an increase to second from sixth place among traffic-generating sources for the railroads, topped only by coal hauling. And in 1978, piggyback revenues exceeded $1 billion for the first time, backed by three consecutive years of growth at an annual rate of 12%.

Continued

Piggyback

American Trucking Associations condemns piggyback deregulation as both "misguided and potentially destructive."

Yet, moves to cast piggyback as a panacea for a host of transportation woes seem contrived but could still have consequences for the trucking industry at least as severe as economic deregulation.

The current emphasis for piggyback deregulation may be labeled a conspiracy only if last year's push for general trucking reform is seen in that light. Strangely, the similarities are overwhelming.

For example, the ICC has already taken formal steps to remove existing piggyback restrictions. Members of the powerful Senate Commerce Committee, while officially offering no comment on the issue, have informally approved the piggyback trend through expository remarks at last year's regulatory reform hearings. The White House will almost surely offer its support, citing alleged fuel savings. The American Association of Railroads is ecstatic; many shippers seem pleased; and it is only a matter of time before other government agencies such as the Transportation and Energy Departments add their support. As expected, the American Trucking Associations condemns piggyback deregulation as both "misguided and potentially destructive." The International Brotherhood of Teamsters has also expressed serious reservations.

The battleline mirrors exactly the truck deregulation controversy, and the similarities do not stop there.

Not surprisingly, piggyback deregulation has the same jurisdictional problem as economic deregulation. The ICC stands behind a provision in the Railroad Regulatory Revitalization and Reform Act allowing the agency to exempt from regulation rail transit options having a "limited scope." The ICC says piggyback meets this requirement and so is subject to agency dictates. ATA

RoadRailer: the dual highway/railroad trailer

Coming along as a virtual "dream machine" for piggyback users is the RoadRailer, a hybrid trailer equally at home on the highway and the rails.

A product of Bi-Modal Corp., Greenwich, Conn., the concept of a dual-purpose trailer is not new, though the RoadRailer is the first serious attempt to turn the concept into reality. In 1956, the Chesapeake & Ohio experimented with two 27-ft trailers, though nothing ever came of them.

Basically, the RoadRailer is a specially-built 45-ft trailer with an air-bag suspension system and beefed up frame and floor. Overall height is 13½ ft and cubic capacity is 3024 ft. The RoadRailer is designed to handle payloads up to 43,000 lb.

The most interesting aspect of the RoadRailer though is its wheel system. For highway operations, the vehicle functions the same as any other tandem-axled highway trailer. Outwardly, the trailers appear similar to typical trailers except for the rail wheels which ride tucked up underneath the rear end. The rail wheels ride 7 in. off the road surface. To switch to rail operation, a transfer valve is thrown, which lowers the rail wheels. Then, the highway wheels raise up and ride 7 in. above the rails.

It only takes two men to assemble a RoadRailer train. A man in a yard jockey picks up the spotted trailer from the yard and stages it over the rails which are set level with the pavement. While he goes to get another RoadRailer, the second man lowers the rail wheels on to the track and raises the highway wheels. The next RoadRailer is brought and backed up to couple with the first RoadRailer. While the yard jockey goes off for another RoadRailer, the second man connects the air hoses and raises the landing legs of the first RoadRailer. The process is repeated until the train is assembled.

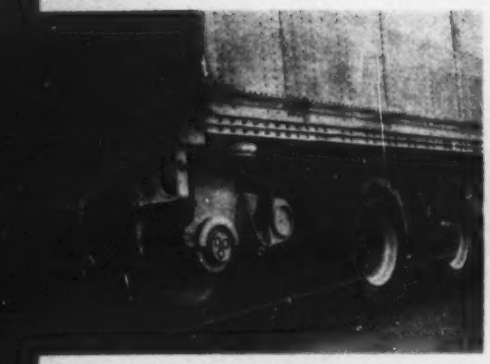
The only disadvantages to the RoadRailer are that it cannot be mixed with regular rail cars, requiring a "dedicated" train of all RoadRailers plus a special locomotive, and the fact that it weighs about two tons more than a typical highway trailer.

On the plus side, RoadRailer trains can operate where regular piggyback trains cannot. For example, because of its low height in comparison to regular piggyback trains, RoadRailers can travel through passenger train tunnels, such as those going into New York. While it weighs more on the highway, the RoadRailer weighs 178% less than a current piggyback rail car. In addition, the equipment investment is 93% less with RoadRailer. Because of its lower weight and better aerodynamics, Bi-Modal estimates rail fuel consumption should be 78% less with the RoadRailer.

The Federal Railroad Administration has overseen the RoadRailer testing, including tests on its separate rail and highway braking systems. Orders are expected to start coming in October and first deliveries could be in April of next year.

Cost of the first RoadRailers is expected to be about $25,000 per unit, though when the production volume rises to the expected 3000 to 4000 unit mark in 1982, costs could drop to the $18,000 to $20,000 range.

In addition to selling the RoadRailers outright, Bi-Modal is planning to lease the units for about $20 per day.



Closeup of rail-highway wheel arrangement on Bi-Modal RoadRailer shows how trailer is equipped for dual operation.

Joining those protesting the deregulation of piggyback service is the American Institute For Shippers' Association, a 7000 member organization that is challenging ICC authority.

maintains the opposite, calling piggyback "an important and growing segment of rail traffic." ATA claims only Congress may remove controls over piggyback. The trucking industry, therefore, seems to be facing a repeat performance of what it has witnessed for the past two or more years.

Evidence for the conspiracy should become more apparent very shortly. The official comment period for ICC's deregulation proposals ended just over a month ago, indicating it may be too early for official Washington to jump in line behind the ICC. But there is little doubt that it will do just that.

Lending credence to the conspiracy theory, are the mounting contradictions from those close to the issue. A top ICC staffer who drafted the agency's proposed piggyback rule emphasizes that it was merely an advance notice of action. "It was nothing more than an agency attempt to gather comments," he said.

Yet, CCJ was told by Jan Rosenak, the Senate Commerce Committee's leading rail authority, that a provision in a new rail reform bill would remove the "limited scope" requirement present in the 4-R Act and place piggyback deregulation clearly in the hands of the ICC. It would seem that official ICC. attempts to downplay piggyback reform are not shared by certain influential Senators who are anxious to give the commission undisputed authority in this area.

If the railroad reform bill is approved as currently written, the possibility of another ICC-Commerce Committee battle, like the one permeating the trucking issue, would be prevented.

Left solely to the Darius Gaskins-led commission, there is little doubt current restrictions on piggyback transportation would be sharply reduced, if not totally eliminated, despite objections from the giant trucking lobby here in Washington. Gaskins, it is remembered here, was a contributing economist in the fight for airline deregulation and is pushing hard for trucking reforms. He is a strong advocate for general transportation liberalization.

Two other factors lend credence to an organized government move aimed at promoting piggyback deregulation.

Martin Zell, a top policy staffer at the ICC, told CCJ the new agency proposals are designed "to get traffic for the railroads and away from trucks!"

He said regulatory initiatives can't be blamed, however, "because we are simply providing opportunities for rail management . . . an opportunity to help themselves." Zell acknowledged that rail problems are like a "chicken and egg situation" and said: "They need this traffic to advance their operations."

The building federal conspiracy to expand piggyback at the expense of highway carriers is being carefully shrouded beneath the catch-all cloak of fuel conservation. The American Association of Railroads' leading argument supporting piggyback—one that has a high level of public visibility through a high-pressure advertising campaign appearing in many well-known business magazines and newspapers—is an alleged four-to-one increase in fuel efficiency over trucking. Those Congressmen who appear to support piggyback reform, including Senate Commerce Committee chairman Howard Cannon (D. Nev.), laud the energy saving possibilities.

Yet Zell, who is deputy director of the ICC's policy section, said fuel conservation was not among the agency's three principal reasons for introducing piggyback reforms, "at this time."

Briefly, the agency's three chief motives behind the new rule-making are: "Number one, does regulation impede the growth of this service and, if it does, can we get rid of them," Zell said. "Second, there is a general feeling the commission needs to do more with the pricing reforms Congress put in the 4-R Act . . . one of these being exemptions. Congress gave the commission authority to exempt certain rail traffic . . . and we thought, what other commodities involving rail could we exempt. Piggyback seemed like a natural second step."

The third reason involved the addition of an office of Policy and Analysis to the commission last February. "The commission had a 'reacting' role (to issues) in the past," Zell said. "This new office is designed to look at issues before they fall apart. Intermodalism is one of those issues," he said.

Zell concedes an expansion of pig-

Continued

Piggyback

TRAILERS AND CONTAINERS LOADED IN PIGGYBACK SERVICE* 1972—1978

Year	Plan 1	Plan 2	Plan 2½	Plan 3	Plan 4	Plan 5	Sub-total	All Other Plans	Grand Total
1978	318,747	230,334	1,544,133	423,680	337,963	103,253	2,958,110	219,181	3,177,291
1977	281,022	216,855	1,431,568	363,814	273,143	84,348	2,650,750	148,889	2,799,639
1976	188,077	229,224	1,323,165	300,088	207,970	70,700	2,319,224	186,449	2,505,673
1975	119,453	255,339	1,215,283	199,625	163,101	71,687	2,024,488	186,447	2,210,935
1974	157,187	423,775	1,462,199	196,159	184,160	76,194	2,499,674	222,780	2,722,454
1973	183,278	488,585	1,425,746	147,061	196,534	67,823	2,509,027	209,301	2,718,328
1972	160,741	507,402	1,182,332	82,295	144,155	58,727	2,135,652	231,326	2,366,978
Percent Change— 1978 vs. 1972	+98.3%	−54.6%	+30.6%	+414.8%	+134.4%	+75.8%	+38.5%	−5.3%	+34.2%
Each Plan as Percent of Total 1978	10.0%	7.3%	48.6%	13.3%	10.6%	3.3%	93.1%	6.9%	100.0%

*Figures do not include empty trailers or containers originated that moved on revenue charges, including those which, under tariff, had been assessed revenue charges for the loaded and empty return movement.

Note: In 1978, "All other plans" accounted for 6.9 percent of total trailers/containers loaded compared with 9.8 percent of the total in 1972.

Source: Car Service Division, AAR.

Piggyback Service Plans

Plan I is available to motor carriers only. Under this plan, the motor carrier would deliver his trailer to the railroad's ramp. The railroad would then move the trailer on a flatcar to another railroad ramp, near the final destination. The motor carrier would pick up the trailer at the railroad's ramp on the other end and take it on for final delivery. For this service, the railroad charges the motor carrier a flat fee. These rates would depend on the commodity being hauled. From the shipper's view, his relationship is only with the motor carrier and the freight is moved on one bill-of-lading. The motor carrier must have rights to serve the points involved in the haul. Plan I accounts for 10% of all piggyback business at present.

Plan II is where the railroad, in effect, becomes a motor carrier, providing full delivery service from shipper to customer. The railroad picks up the freight with its trailers, transports them via piggyback and then delivers the trailers at the other end with its own equipment. The shipper gets one bill, from the railroad, at rates similar to those provided by a motor carrier. The rates are based on the commodity hauled. Not widely used, Plan II accounts for only 7.3% of piggyback business.

Plan II½ involves using the railroads' trailers to haul the freight, though the shipper or motor carrier provides pickup and delivery at the railroad ramps on either end. Motor carriers can use this plan if they are willing to pay the railroads' rates and they must have the rights to serve the points involved. The rates for this plan are published as FAK, freight-all-kinds. Some carriers use this plan if they have a serious backhaul problem. By far the most popular of the piggyback plans, this accounts for 48.6% of all piggyback business.

Other variations of Plan II exist to handle specific shipping problems. For example, Plan II¼ is where the railroad picks up the freight in its trailer from the shipper, delivers it to the railroad ramp, transports the trailer via piggyback to another point and leaves it at the ramp on the other end. The shipper is responsible for picking up the trailer at the ramp and delivering it on to the final destination. Such a plan may only be put in at the request of a specific shipper to handle a specific problem.

Plan III is similar to Plan II½, except the shipper provides the trailer and the railroad only piggybacks the trailer from one railroad ramp to another. Motor carriers can use this plan but must have the rights to serve the points involved in the haul. Rates are published as FAK, freight-all-kinds. Most railbridge traffic is reported under this plan which accounts for 13.3% of all piggyback business.

Plan IV is basically for freight forwarders. Used mostly by Western railroads, it requires the forwarder to provide the trailer plus the flatcar. The railroad makes a flat per-car charge for the ramp to ramp movement, furnishing only the power and rails. The railroads will trip lease the trailers and flatcars under certain stated circumstances. This plan accounts for 10.6% of piggyback business.

Plan V involves joint rates between the railroads and motor carriers, under which the railroad interlines between motor carriers. The motor carriers only need rights for what they do on the highway part of the haul. The rates are based on the commodity hauled. At one time quite popular, Plan V now only accounts for 3.3% of all piggyback business.

Plan V LTL is a new program involving LTL traffic where the railroad and two short-haul motor carriers will get together and publish through arrangements for handling LTL traffic.

New Interstate Commerce Commission proposals are designed to "get traffic for the railroads and away from trucks!"

gyback traffic would probably have a detrimental effect on independent, non-rail affiliated motor carriers.

"If you go along with the inelasticity theory (of freight availability), it means, honestly, the other modes will suffer," Zell said.

However, he added: "If the motor carrier industry is adversely impacted, it will impact the weaker links. Motor carriers that are strong will survive." The inelasticity theory maintains that production slowdowns and the oncoming recession will freeze the quantity of available freight, meaning that an increase for one mode, such as the railroads, spells a decrease for other transportation alternatives, like trucking and water carriage. "The inefficient long-haul trucker would be the most adversely impacted," Zell said.

The ATA, on the other hand, is concerned that virtually all regulated carriers could be affected. Learning from the early failures of their deregulation battle, the industry's official comments on the ICC's proposals are thankfully devoid of their hollow arguments of a year ago: "We have the best transportation system in the world, why change it?" Or: "If it ain't broke, why fix it?"

In their place and featured prominently in ATAs' ICC statement is a catalog of at least six reputable studies that support their claims of no significant fuel conservation from piggyback deregulation. A 1976 study by Robert Reebie, National Intermodal Network Feasibility Study, says fuel efficiency cannot be "offered as a prime justification for implementation of the concept."

American Trucking Associations further maintains that mechanical and design improvements have reduced energy consumption by heavy-duty trucks significantly since 1973.

Waving banners of energy conservation and environmental protection, the ICC took its first step in the deregulation of piggyback on May 28 of last year. It removed virtually all rate regulation on most fresh fruits and vegetables while permitting railroads to negotiate contract rates with shippers. Working mostly with shipper organizations in advance, many railroads moved into this area immediately after the deregulation date. When the independent owner operators—the major haulers of fresh produce—went on their second nationwide strike last June, the railroads were quick to jump in and capture new business. Because of the fresh produce deregulation, some railroads are now saying they have recaptured much of this traffic from the independent trucker.

Piggybacking, referred to as TOFC/COFA (trailer on flat car/container on flat car), was begun in the 1950s to help the railroad industry stem the loss of freight business to trucks traveling the new Interstate highway system. In the 1960s, containerization was started, and, in 1972, the railroads launched "rail bridge" service, the ocean-to-ocean or gulf-to-ocean movement of intermodal containerized freight in international commerce at near-ocean rates and on a single bill-of-lading.

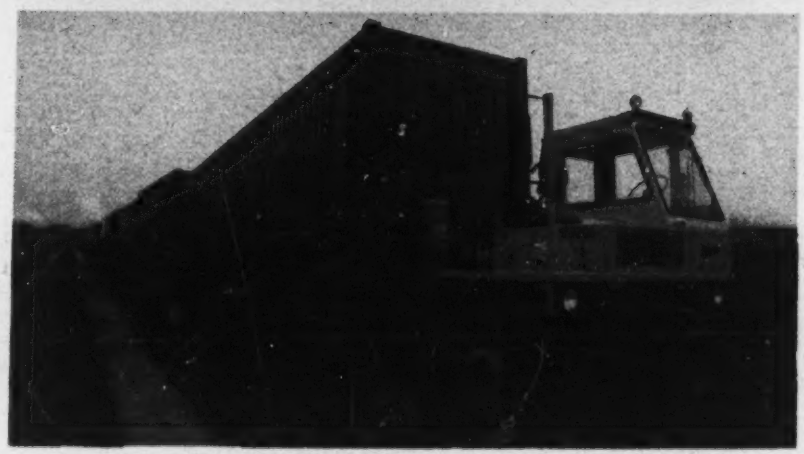
But despite the fact that piggyback loadings have jumped to 2nd place among traffic-producing sources for the railroads, the ICC has been disappointed in piggyback's share of the overall freight business. Consequently, on Aug. 22, 1979, the agency caused to be published an Advance Notice of Proposed Rules in the *Federal Register* which, in its fullest form, would totally deregulate piggybacking. The ICC believes deregulation would increase piggyback traffic which "may contribute to conservation of energy, enhancement of the environment and more efficient use of transportation resources."

Summing up the present situation and suggesting evidence that some change is necessary, the ICC stated in the Advance Notice of Proposed Rules that recent studies of intermodal coordination by the Federal Railroad Administration, the General Accounting Office and the commission suggest the following reasons for the sluggish pace of TOFC/COFC traffic growth:

1. There has been poor coordination between regulated motor car-

Piggyback

"Reading between the lines, if a motor carrier doesn't have rights, say between New York and Chicago, the ICC will now give them rights if they go by piggyback."



Loading and off-loading trailers is commonplace operation for Conrail. Railroad industry sources report that during 1978, piggyback revenues exceeded $1 billion for the first time, representing an average annual growth rate of 12%.

riers and railroads because of many existing trucking labor agreements requiring a penalty payment when TOFC is substituted. Motor carriers claim that rail service is not as reliable as motor service; consequently, they will not jeopardize their good relations with their shippers by using TOFC/COFC service. Some motor carriers have also admitted that they fear losing this traffic to all rail TOFC/COFC plans.

2. TOFC/COFC represents a high capital investment risk to railroads because competitive low cost and flexible unregulated motor carriage imposes a ceiling on rail TOFC/COFC profits. In addition, some railroads are concerned that TOFC/COFC growth may occur at the expense of boxcar traffic.

3. Railroads have been reluctant to invade one another's territories.

4. Restrictions imposed on certificates of motor carrier affiliates of railroads have restrained expansion of TOFC/COFC, especially Plan V (see accompanying box).

5. Significant operational changes are sometimes required for successful TOFC/COFC operations, such as use of dedicated "short trains" and modification of work rules. Rail management has been slow to implement these operational changes.

As a possible solution to these problems, the ICC proposals to encourage piggyback boil down to five steps.

First, the ICC is considering exempting from regulation rail transportation of TOFC/COFC shipments, either partially or in total. At present, a motor carrier must have operating rights to serve the ultimate origin and destination points of the freight, plus rights to perform service at the points where it picks up and delivers the trailer to the railroad. Under deregulation, the motor carrier would only need rights to the origin and destination points.

Since the proposal is actually a request by the ICC at this stage for comments on how and what to change regarding TOFC/COFC service, what final form the deregulated plan will take is anyone's guess. However, the ICC makes it clear its goal is to make the use of piggyback easier and more inviting. There is widespread speculation here that this objective was reached by ex-chairman Daniel O'Neal in consultation with the powerful American Railroad Association lobby and certain Congressional figures who favor promoting the railroads and, consequently, a stronger piggyback service. This, of course, has given birth to the conspiracy theory.

Next, the ICC is looking to "provide expedited and simplified procedures for licensing new TOFC/COFC service by motor carriers, including those affiliated with railroads."

According to Frank Tatnell, manager of Intermodal Service for Conrail: "Reading between the lines, if a motor carrier doesn't have rights, say between New York and Chicago, the ICC will now give them rights if they will go by piggyback."

Besides increasing competition

Workman at Conrail's Philadelphia piggyback terminal where TOFC-unit trains are commonplace. Conrail has joined with Sante Fe Railroad in operating two piggyback trains—one from New York to Los Angeles and the other from LA to New York—making it the first regularly scheduled through transcontinental service in U.S.

among motor carriers, this proposal could also increase the competition among railroad companies.

"I think the ICC is making a bad mistake deregulating cars by rail," said Dillon Winship, Jr., president of Georgia Highway Express, a major piggyback user and former chairman of American Trucking Associations.

"What they're doing here is basically allowing railroads to get at each other's key customers. For instance, one railroad may come in and open up in another railroad's territory by using a truck operation. A lot of these railroads are fighting among themselves and don't want the invasion of their rights by intermodal transportation while others do," he said. "It depends on whether you are the 'aggressor' or the 'aggressee.'"

Still another aspect of this proposal is that the ICC is considering "allowing motor affiliates of rail carriers, like Santa Fe Trail Transportation of Wichita, equal opportunity to compete with independent motor carriers."

Though vague in its wording, this portion of the proposal could work out to be an open invitation for railroads to get strongly involved in the trucking business. At present, rail affiliated motor carriers must demonstrate "specific special circumstances" before they can be granted unrestricted operating rights.

A third part of the proposal by the ICC would "establish a 'zone of reasonableness' within which motor carrier TOFC/COFC rates could be raised or lowered." This would allow piggybacking rates to become more flexible and, says the ICC, hopefully more attractive to motor carriers and shippers alike.

The final two portions of ICC's plan speak for themselves. Part four would "modify existing regulations which prohibit motor common carriers from exchanging TOFC/COFC shipments with railroads at other than authorized service points." The fifth and final provision would "clarify the circumstances under which motor contract carriers can substitute rail service for all-motor service."

All ICC proposals aside, the future for piggyback service seems brighter than ever to the Association of American Railroads, which cites a number of reasons for being optimistic.

First is the deregulation of fresh produce mentioned earlier. The railroads expect this added traffic to give piggybacking the same boost in growth it experienced with rail bridge service. The railroads are not the only ones looking towards growth because of the fresh produce deregulation, however.

Midwest Distribution of Ft. Scott, Kan., which uses owner operators exclusively in its fleet operation, recently began a separate operation devoted to hauling fresh produce piggyback from the West Coast to the Midwest. Though just recently started, the company says it is pleased with early returns and expects the operation to be a major contributor to corporate profits.

Private carriers, however, are not as enthusiastic. Vincent L. O'Donnell, managing director of ATAs' Private Carrier Conference, told CCJ: "Our members have taken no position on the piggyback deregulation proposals because piggyback is insignificant to our membership.

"Those private carriers who have used piggyback have been disappointed with it," O'Donnell said.

Continued

Piggyback

"The ICC is considering allowing motor affiliates of rail carriers equal opportunity to compete with independent motor carriers."

Similar sentiments were expressed by John White, director of the Private Truck Council of America, Inc. White said there is so little private carriage interest in piggyback that PTCA hasn't bothered to file comments to the ICC's proposals.

Next, the railroads are counting on rising fuel prices to force more shippers to "think rail." Higher prices for diesel fuel means higher shipper rates, they argue.

Backing this up, railroads have launched aggressive marketing practices to bring back old customers and some new ones, including motor carriers. According to Conrail's Frank Tatnell: "We are now seeking motor carrier business. We have excess capacity to handle an increase in piggyback business plus competitive charges between New York and Chicago."

Railroads have noted increasing interest in piggyback business. "We've had an increase in inquiries, and it's interesting that these are people who ship nothing by rail at the moment," according to Jim Ronayne, general manager, Intermodal Sales, Chicago and North Western Transportation Co.

"The bulk of the people presently using railroad service are either shipping into their own account or they're shipping using a freight forwarder, a shipping agent or a shipping association. The biggest growth is going to be in the area of the major truck companies looking at operating transcontinental via rail."

Another factor which AAR says is contributing to piggyback's growth is the comeback of freight forwarder and shipper association traffic. This has been mostly in the form of LTL freight.

Container traffic will increase through use of the rail bridge service because Panama Canal tolls just increased 21.8% and are expected to rise an estimated 82% over the next three years. This will spur railroads to offer better service and equipment through their increased profits.

While motor carriers in the past

What American Trucking Associations has to say

Washington—American Trucking Associations has raised specific objections to the Interstate Commerce Commission's proposed rulemaking on piggyback reform. The criticisms include:

Fuel Efficiency: "ATA takes exception to the erroneous and misleading supposition . . . that rail . . . is more fuel efficient than the movement of freight by motor carrier. The fallacious platitudes offered by the representatives of the rail industry to the effect that rails are four times more fuel efficient than motor carriers have been refuted in numerous recent studies." ATA also notes that even those studies which have been favorable to the motor carrier industry do not take into consideration the series of innovations in mechanics, design and operation aimed at energy conservation that have taken place in the industry since 1973.

Safety and Environment: "The commission contends that an increase in TOFC services will result in 'ecological and safety benefits primarily by reducing truck congestion on highways.' To the contrary, the commission's proposal will not reduce truck traffic but rather transfer congestion from the interstate system to streets and highways less equipped to handle the increased number of trucks." Referring to safety, ATA notes the accident record of the major railroads "is not one that fosters confidence in assertions of increased public safety."

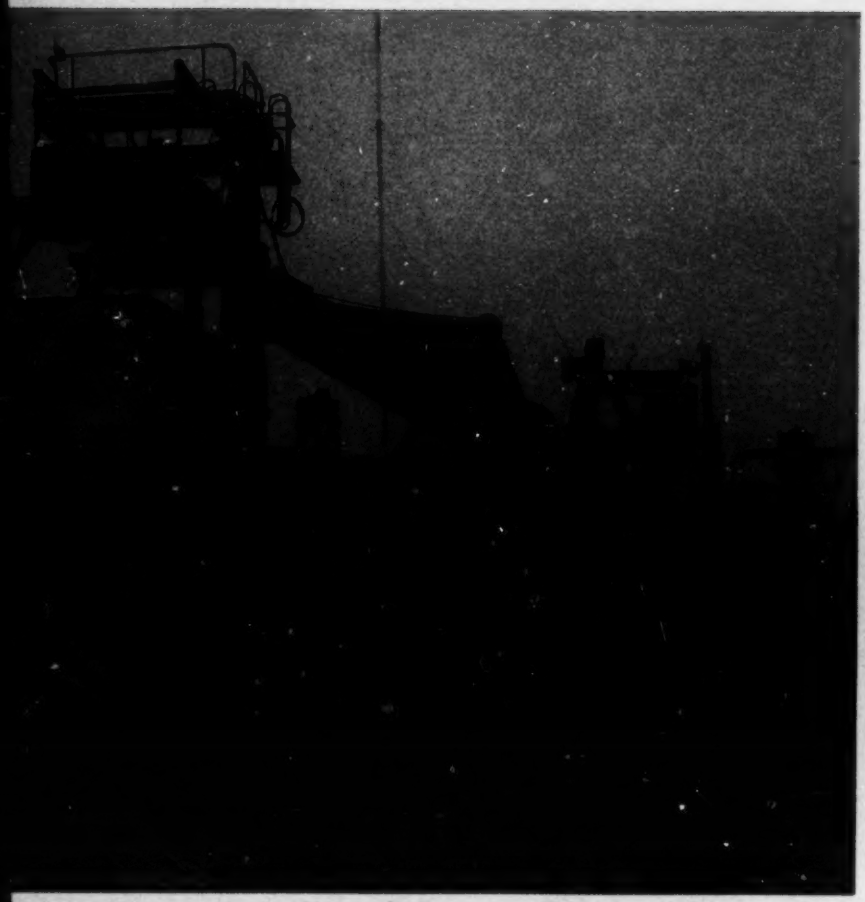
Factors Inhibiting TOFC Growth: ATA research lists these major reasons for lack of TOFC growth to date: 1. refusal of most railroads to cooperate with motor carriers to find solutions to operational problems; 2. cancellation by the railroads of incentive rates for multiple trailer shipments and increases in single trailer rates; 3. delays in transit which are inherent to all rail operations; 4. limitations on the commodities which can be transported on TOFC due to susceptability to damage; 5. the railroad's systemized termination of TOFC operations from and to all but a few key points; and, 6. lack of ICC authority to require joint rates and through rates for intermodal shipment.

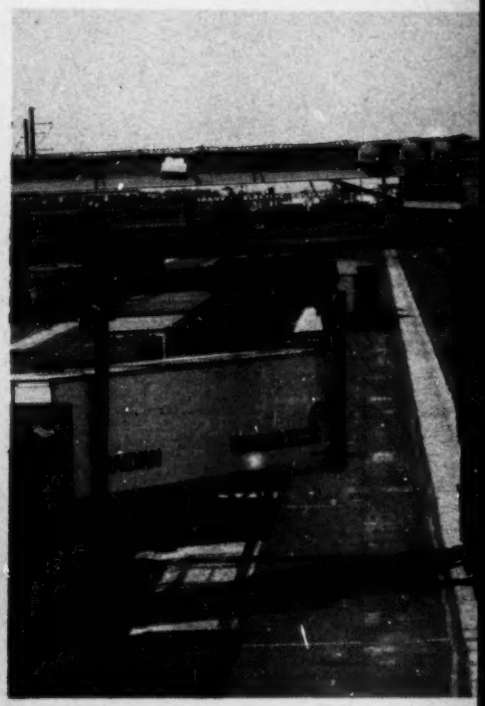
Open Licensing of Rail Affiliates: ATA objects to commission plans to eliminate restrictions on the licensing of rail affiliated motor carriers. ATA says joint rail/truck operations may reduce the return of a portion of their business by offering rates below those of non-affiliated motor carriers. The parent profit center will not suffer, says the industry group, because the rail portion of the operation is a virtual monopoly and is assured of its profits. "The non-affiliated motor carrier will be forced out of the market," according to ATA. They claim both large and small carriers will not be able to compete with rail-affiliated trucking firms and many "would be at the mercy of the major railroads" who can rely on financial backing during a rate war from lucrative non-transportation investments in real estate and energy.

TOFC Service Does Not Qualify For ICC Exemption: ATA believes that no portion of TOFC service qualifies under the provisions of 49 USC 10505 for exemption from the commission's regulation. Certainly, the motor carrier portion of TOFC service cannot be characterized as "related to a rail carrier . . ." ATA also rejects the "limited scope" assessment the commission attributes to piggyback, calling it "the largest single segment of rail traffic following bulk coal and grain shipments." According to the 4-R Act, the ICC may only deregulate those rail operations whose operations fall within a "limited scope."

Expedited General Licensing: The commission is seeking to establish a simplified licensing procedure for new TOFC/COFC service by all motor carriers, including rail-affiliated firms. "No basis for adopting such procedures is offered in the advance notice," ATA says, "other than as a means of increasing rail revenues by allowing their affiliated motor carriers to skim the cream off the TOFC traffic to the detriment of independent carriers." ATA also rejects the concept of a master certificate, claiming limitations would be impossible to enforce.

ATA is urging the commission to abandon this proceeding, claiming it is not in the best interest of the public. "The proposals will simply create monopolistic opportunities for the railroads contrary to the public interest. The rules will not generate additional TOFC tonnage," ATA says.





Use of heavy equipment by railroads to handle loaded piggyback trailers and containers as shown above contributes to widespread reports of damaged trailers and freight. Damage claims often result in heated disputes between truckers and railroaders, leading to the mistrust that exists between both industries.

have scoffed at the railroads' inefficiencies, that image is being turned around by major efforts to improve service.

Better scheduling for shipper convenience, more trains dedicated to piggyback operations and computerization to provide better control of freight movement all contribute to better service. In addition, massive programs to improve rail lines and purchase new equipment—programs that have strong Congressional support—can be expected to add to piggyback's changing image.

To improve profits, the railroads have undertaken a number of experimental programs aimed at lowering fuel consumption and operational costs. For example, one experiment involved loading trailers closer together and in such a way as to reduce aerodynamic drag. Other tests have been aimed at reducing flatcar weights.

One bright spot in piggyback's future is the return of the "road railer" car first introduced more than 20 years ago. Basically a beefed-up highway trailer with dual wheel systems which allow it to run either on rails or over the highway, this refinement of an old design by Bi-Modal Corp., the RoadRailer, is expected to begin service this year.

Whether the trucking industry wants to or not, it's going to "think rail" in the years ahead. The big question is, will trucking look upon piggybacking as an important tool to help it move its customers' freight or as a deadly weapon of the railroads used to steal that same freight?

The question may be academic, however, since it is results that really count. But there is one thing which the trucking industry ought not to discount, and that is the enormous pressures that are building up for expansion of piggyback operations.

And those pressures are a direct result of the conspiracy that has been forged by the Interstate Commerce Commission, American Railroad Associatien and various influential members of Congress to restore the health and vitality of the American railroad system at the expense of trucking.

The conspiracy means less money for Interstate highway repairs, higher taxes on fuel and equipment and a major nationwide campaign to convince shippers that America's future depends on bringing back the railroads. □□□

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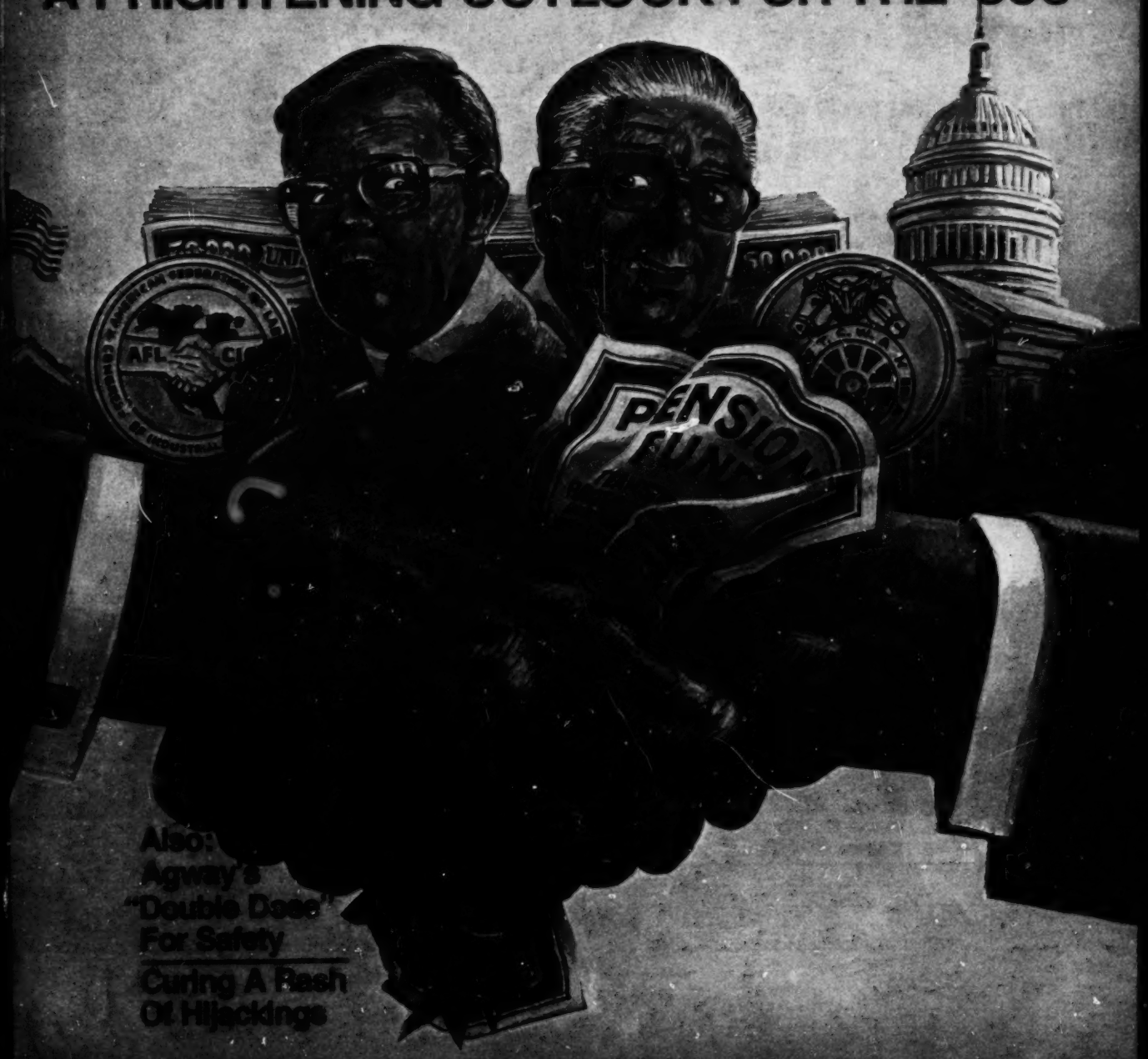
The Teamsters Move In On The AFL-CIO: A FRIGHTENING OUTLOOK FOR THE '80s



Also:
Agway's "Double Dose" For Safety

Curing A Rash Of Hijackings

1979
Jesse H. Neal Award
For Best Editorial

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 3 MARCH 1980

96 LABOR IN THE '80s

Veteran labor editor Victor Riesel sheds new insight on big labor's plans for the coming decade in this article exclusive to CCJ. Forecasting a new federation between the all-powerful Teamsters and United Auto Workers, Riesel predicts that billions upon billions in union pension fund money will propel this federation and the AFL-CIO to heights of power yet unknown on the American labor scene.

101 CURING A RASH OF HIJACKINGS

Hijacking may be a way of life in New York, but a rash of 11 gasoline truck hijackings in three months made drivers nervous. New York police broke the ring, but the price of gas makes it a tempting target and cops and drivers are afraid the hijackings may start again.

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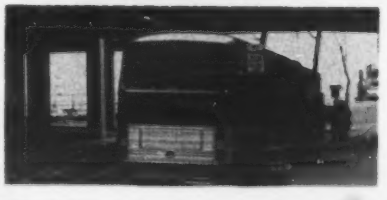
111 USED TRUCKS AND THE SMALL TRUCKER

Bishop Motor Express, Grand Rapids, Mich., uses only used trucks, contracts the maintenance out and keeps overhead low. With such policies it may survive bad economic times better than larger, richer competitors.

118 AGWAY'S "DOUBLE DOSE" FOR SAFETY

As the trucking industry's average accident cost spirals upward, Agway, Inc. is fighting back by using a mobile classroom to retrain each of its drivers in defensive driving techniques. Here's an in-depth look at loss-prevention activities within the nation's fourth largest private fleet.



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Cooperation between inter-city bus line and Atlantic City hotel/casino results in increased winter business for both.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1979 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	White†	Others	Total Trucks
Under 6,000 lbs.	Nov.-79	37,977	7,619	2,879	8,891	—	—	3,599	843	—	—	—	—	—	61,808
	11 Mos.-79	494,899	113,966	60,716	206,232	—	—	27,270	9,635	—	—	—	—	—	912,718
6,001-10,000 lbs.	Nov.-79	22,106	6,029	16,453	41,326	—	534	3,833	—	—	—	—	—	—	90,281
	11 Mos.-79	381,036	109,156	140,527	619,059	—	22,515	65,162	386	—	—	—	—	3	1,337,944
10,001-14,000 lbs.	Nov.-79	—	—	–78	97	—	—	—	—	—	—	—	—	—	21
	11 Mos.-79	—	20	15,846	513	—	—	—	—	—	—	—	—	—	16,379
14,001-16,000 lbs.	Nov.-79	—	—	6	—	—	—	—	—	—	—	—	—	—	6
	11 Mos.-79	—	—	2,358	—	—	—	—	—	—	—	—	—	3	2,361
16,001-19,500 lbs.	Nov.-79	64	25	—	—	—	—	—	—	—	—	—	—	—	89
	11 Mos.-79	1,941	986	—	—	—	[illegible]	—	—	—	—	—	—	9	2,944
19,501-26,000 lbs.	Nov.-79	2,082	1,340	—	1,743	—	381	—	—	—	—	—	—	—	5,546
	11 Mos.-79	32,306	22,241	—	40,097	—	10,197	—	—	—	—	—	—	9	104,850
26,001-33,000 lbs.	Nov.-79	7	131	—	792	—	773	—	—	—	—	—	—	1	1,704
	11 Mos.-79	1,132	1,820	—	13,467	—	22,589	—	—	—	—	—	—	4	39,012
33,001 lbs. and over	Nov.-79	116	1,457	—	1,090	1,069	1,193	—	—	1,103	2,057	829	776	118	9,808
	11 Mos.-79	5,394	19,701	—	20,563	13,735	34,676	—	—	13,400	27,648	8,242	10,568	1,703	155,630
Total	Nov.-79	62,352	16,601	19,262	53,939	1,069	2,881	7,432	843	1,103	2,057	829	776	119	169,263
	11 Mos.-79	916,708	267,890	219,447	899,931	13,735	90,085	92,432	10,021	13,400	27,648	8,242	10,568	1,731	2,571,838
	11 Mos.-78	1,072,402	296,517	381,891	1,061,595	10,679	88,216	135,872	10,006	12,767	26,593	8,280	12,460	1,718	3,118,996
Trucks with Diesel Engines*	11 Mos.-79	29,565	30,919	—	30,591	13,735	50,457	—	—	13,400	27,648	8,242	10,568	1,707	216,832
	11 Mos.-78	26,947	27,186	2,763	32,833	10,679	40,553	—	—	12,767	26,593	8,280	12,460	1,677	202,738

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6,001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Nov.-79	4,290	—	384	7	33	4,714
	11 Mos.-79	23,152	—	2,683	1,126	2,604	29,565
Ford	Nov.-79	—	—	167	326	1,043	1,536
	11 Mos.-79	—	—	6,303	5,219	19,069	30,591
Freightliner	Nov.-79	—	—	—	—	1,069	1,069
	11 Mos.-79	—	—	—	—	13,735	13,735
GMC	Nov.-79	1,084	—	302	128	1,416	2,930
	11 Mos.-79	7,418	—	3,279	1,748	18,474	30,919
IHC	Nov.-79	—	56	61	531	1,161	1,809
	11 Mos.-79	—	626	1,400	14,450	33,981	50,457
Kenworth	Nov.-79	—	—	—	—	1,103	1,103
	11 Mos.-79	—	—	—	—	13,400	13,400
Mack	Nov.-79	—	—	—	—	2,057	2,057
	11 Mos.-79	—	—	—	—	27,648	27,648
Peterbilt	Nov.-79	—	—	—	—	829	829
	11 Mos.-79	—	—	—	—	8,242	8,242
White	Nov.-79	—	—	—	—	776	776
	11 Mos.-79	—	—	—	—	10,568	10,568
Others	Nov.-79	—	—	—	1	118	119
	11 Mos.-79	—	—	—	4	1,703	1,707
Total	Nov.-79	5,374	56	914	993	9,605	16,942
	11 Mos.-79	30,570	626	13,665	22,547	149,424	216,832
	Nov.-78	3,938	45	997	1,980	12,632	19,592
	11 mos.-78	32,548	781	11,332	20,584	137,493	202,738

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	November 1979	11 Months—1979 Units	11 Months—1979 Value[2]
Vans	11,015	129,586	1,472,234
Tanks	744	7,893	206,403
Bulk commodity and dry material	172	3,518	73,020
Pole and logging	94	1,390	13,433
Platform	2,224	31,800	248,783
Low-bed heavy haulers (over 10 tons)	590	6,202	94,145
Dump trailers and dump chassis	651	10,073	147,423
Dollies or converter gear	712	6,807	24,588
Auto transports	94	1,183	27,831
All other tractors and chassis	549	4,242	33,941
Total—Complete trailers and chassis	16,845	202,694	2,341,801
Detachable trailers[1]	480	8,788	71,274
Detachable trailers chassis[1]	1,296	13,706	88,063

Source: Industry Division, Bureau of the Census.
[1]Sold separately.
[2]Add 000.

TRUCK AND BUS PRODUCTION

Make	December 1979	December 1978	Calendar Year 1979	Calendar Year 1978
Chevrolet	49,035	84,479	1,015,514	1,215,941
GMC	16,591	24,674	337,375	374,887
Chrysler	11,992	43,080	295,228	490,648
Ford	53,281	95,432	1,032,063	1,233,243
International	0	9,591	115,266	121,509
Jeep Corp.	7,472	10,355	128,460	173,092
AM General	1,608	1,573	20,410	19,316
Mack	1,741	2,700	35,491	34,258
Volkswagen of America	575	—	2,325	—
White	3,240	1,439	11,163	14,456
Others	2,080	3,310	41,566	36,370
Total—Trucks and Buses	147,615	276,633	3,034,861	3,713,720
Total—Passenger Cars	459,590	632,182	8,434,516	9,177,500
Total—Motor Vehicles	607,205	908,815	11,469,377	12,891,220

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Nov.-79	27	52	513	—	—	4,508	5,100
	11 Mos.-79	1,509	907	5,942	—	—	23,799	32,247
Chrysler	Nov.-79	—	72	—	—	—	—	72
	11 Mos.-79	—	708	—	—	—	48	756
Ford	Nov.-79	888	759	519	—	—	—	2,166
	11 Mos.-79	19,232	10,734	7,876	—	—	—	37,842
Freightliner	Nov.-79	18	686	365	—	—	—	1,069
	11 Mos.-79	1,330	8,877	3,528	—	—	—	13,735
GMC	Nov.-79	97	566	1,414	—	—	1,161	3,238
	11 Mos.-79	2,436	5,770	18,583	—	—	7,605	34,394
IHC	Nov.-79	78	778	320	630	—	71	1,877
	11 Mos.-79	2,544	26,917	9,522	17,185	—	889	57,057
Kenworth	Nov.-79	76	828	342	—	—	—	1,246
	11 Mos.-79	2,849	7,678	3,851	—	—	—	14,378
Mack	Nov.-79	21	218	28	—	2,168	52	2,487
	11 Mos.-79	303	2,552	497	—	28,866	498	32,716
Peterbilt	Nov.-79	131	648	139	—	—	—	918
	11 Mos.-79	2,462	4,443	2,185	—	—	—	9,090
White	Nov.-79	61	563	231	—	—	—	855
	11 Mos.-79	609	7,138	3,329	—	—	—	11,166
Others	Nov.-79	99	44	60	—	—	51	254
	11 Mos.-79	522	574	875	—	—	54	2,025
Totals	Nov.-79	1,496	5,214	3,931	630	2,168	5,843	19,282
	11 Mos.-79	33,976	75,298	56,188	17,185	28,866	32,893	245,406
	Nov.-78	3,159	6,124	4,269	1,153	2,736	4,164	21,607
	11 Mos.-78	30,422	73,562	44,635	11,858	28,554	35,675	224,706

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis.

CURING A RASH OF HIJACKINGS

After a year-long investigation, a squad of New York City detectives broke a gasoline hijacking ring that had drivers and oil companies very nervous. But their problems may not be over. The rising cost of gasoline, the method of delivery and the area continue to make gasoline a tempting target for hijackers. One driver almost died, and the feeling is that sooner or later someone will pay the ultimate price.

By **JIM GALLIGAN**, *Feature Editor*

■ Just across the East River from Manhattan is the desolate, war-torn-looking Greenpoint section of Brooklyn, New York. Most of America's big oil companies have their gasoline distribution terminals here. And it is from these terminals that hundreds of gasoline trucks service the greater metropolitan area gas stations daily.

Today, the drivers who operate these trucks are very nervous, with good cause.

The skyrocketing cost of gasoline created a new market for a gang of Brooklyn hoods who managed to pull off a string of gasoline truck hijackings. One group is credited with 14 hijackings in 12 months; 11 of them in three months alone.

As the hijackings increased last November and December, truck drivers got increasingly nervous. Finally, in January, a Texaco driver was almost killed during a hijacking. Seventeen Texaco drivers, the entire night crew at the Greenpoint terminal, walked out for the full shift after hearing about the incident.

All-night meetings between Texaco management and officials from the drivers' Petroleum Trades Employees Union, local 419, narrowly averted further walkouts. But a couple of things came out of the meetings. Two-foot Texaco decals, which had been taken off the trucks two years ago, were immediately replaced. The union felt hijackers would be less likely to heist a well-marked truck. Continued

Hijacking

Mobil and Exxon trucks, like those shown here, were two of the half-dozen oil company trucks victimized in 1979 as part of the rash of 14 hijackings.

Texaco also promised to consider doubling up drivers on some routes and taking other measures to cut down the risks.

With help from the driver of the last hijacked truck, New York City police were finally able to move in. A handful of arrests were made in January; police said more arrests would be coming. The ring was broken, the police said, and the hijackings have stopped. For now.

But the hijackings have the industry worried, and its troubles are not over. Both drivers and the oil companies are still nervous. Both are afraid the hijackings will start up again at any time.

As the price of gasoline continues to rise, the temptation to snitch a 3000-gal tank truck and turn a quick profit also increases.

The increasing gas prices "will bring the junkies and the dopeheads out of the walls," said one driver. "Any junky needing a fix will think he can get away with it. And, Christ, who knows what those bastards will do when they've got a gun."

And worse, while police say they have broken the gasoline hijacking ring, there's not much faith in the judicial system. Police and drivers alike share the horror that members of the ring will get up bail and be back out on the streets in no time at all. It already happened once last April. One ringleader was arrested on related charges and released the next day on $250 bail.

Background

Hijacking is a way of life in Brooklyn. It is a multi-million-dollar racket. There were 132 hijackings in 1979, according to figures from the New York State Motor Truck Association. Total value of the stolen goods was $3.7 million. Grand larceny of truck merchandise accounted for another $4.2 million. Gasoline accounted for just .5% of the total value of what was stolen. So the gasoline hijackings were not big league.

Even the take is small time. New York City regulations prohibit trailers for local deliveries, so all of the tank trucks handling city deliveries are straight trucks. Most carry 3000-lb tanks but there are some smaller ones. The going price for hijacked gas is about half the pump price. So even when gas hit $1 a gallon, the most the hijackers were getting was $1500. That's not a lot in these days of high inflation, even for hijackers.

The trucks working out of distribution terminals in Greenpoint are either company owned trucks and drivers, contract carriers or a combination of both. Some of the trucks display large oil company logos on the tanks while others have only small company names on the door.

What made the headlines was the number and frequency of the hijackings. There was one in January and another in June, two in July and then four in November, five in December and two more by January 5 of this year. Texaco trucks were hit four times; three other attempts were unsuccessful. Island Transportation Corporation of Westbury, N.Y., a common carrier hauling for at least six oil companies, was victimized three times. Shell, Mobil and Exxon also were hit.

Until last year, nobody has bothered with gasoline before because of its low value. But as the price rose, so did the temptation. All of a sudden, gasoline truckers were marked men, where they were relatively secure before. By January no one knew when he would stop for a red light and find himself staring down the muzzle of a Saturday Night Special.

Police investigation

After the first hijacking, New York's Safe, Loft & Truck detective squad took over. Sgt. James Cunningham supervised the investigation that began last January and is still going on, according to Captain Arthur H. Katz, head of the squad.

The police focused their attention on a gang of 30 or 40 members who live and operate out of the Bedford-Stuyvesant section of Brooklyn. The gang's not part of New York's orga-

Four Texaco trucks, like the one refueling here, were hijacked before the company replaced the two-foot Texaco decals on all the trucks.

1979 COMMODITY HIT PARADE

COMBINED HI-JACK & GRAND LARCENY LOSSES

Commodity	Frequency	Percent	Loss Value	Percent
CLOTHING	44	20.5	$2,284,816	28.7
FOODSTUFFS (Meat (26) 424,262) (Coffee (3) 245,000) (Other (19) 265,500) (Seafood (6) 148,000)	54	25.1	1,082,762	13.6
ART WORKS	3	1.4	682,000	8.6
CAMERA EQUIP. & FILM	7	3.2	670,200	8.4
METALS	3	1.4	417,000	5.2
TEXTILES, PIECE & LEATHER GDS.	6	2.8	368,000	4.6
RADIOS, STEREOS, TVS.	7	3.2	288,959	3.6
CASH	3	1.4	246,385	3.1
SHOES/FOOTWEAR	4	1.9	220,000	2.8
LIQUOR/BEER	16	7.4	203,816	2.6
MISC.	9	4.2	182,965	2.3
WATCHES	3	1.4	161,940	2.0
CIGARETTES	9	4.2	147,775	1.9
TELEPHONES	2	.9	120,250	1.5
ENGINES & PARTS	3	1.4	118,000	1.5
HOUSEHOLD GOOD/APPL.	9	4.2	115,325	1.4
FURNITURE	1	.5	100,000	1.3
SEWING MACHINES	1	.5	93,440	1.2
PLUMBING SPLYS.	2	.9	75,000	.9
BATTERIES/ELEC. SPLYS.	3	1.4	60,000	.8
COSMETICS & DRUGS	3	1.4	57,000	.7
POOL COVERS	1	.5	50,000	.6
MUSICAL EQUIP.	2	.9	45,000	.6
FUEL (GAS/OIL)	13	6.0	39,620	.5
OFFICE SPLYS.	3	1.4	33,400	.4
STROLLERS	1	.5	27,200	.3
HANDBAGS	1	.5	25,000	.3
PAINT BRUSHES	1	.5	20,000	.3
ASSTD. GUNS	1	.5	20,000	.3
TOTALS	215	100.0	7,955,873	100.0

nized crime syndicates or mafia families, Katz said, but most of the members are related.

A schematic illustration of the gang, its members and its activities had been drawn up over the years by the squad. Katz would not allow CCJ to photograph it. But the schematic showed that gasoline hijacking is just one of the commodities targeted by the gang. In fact, it's one of the lesser items and, Katz believes, in this case was only done as an accommodation. "Meaning," he said, "the receivers of the gasoline were not necessarily looking for gas. They had access to enough. They were looking for something else the gang could supply at a later time. So this (gas hijackings) was done almost as a favor."

The schematic showed various groups in the gang structure involved in hijacking different goods: liquor, clothing, foodstuffs.

Head of the gang, according to Katz, is James Kaylor of Brooklyn. Kaylor and five of his associates are presently in jail on charges of kidnapping and robbery connected with other hijackings plus the August 3, 1979, robbery of the Bankers Trust Co., New York City.

Off to the side of the schematic's center is a small group of names. These are the gasoline hijackers and their system. Katz said it didn't take Cunningham and the squad long to figure out who was making the heists. After several thefts, the detectives had a pattern and pieced together the gang's "signature." But the men they wanted to nab couldn't be found. It wasn't until December, after eight hijackings, that they knew where the drops were being made.

Detectives began making their arrests in January, just one year after the first heist. Jack Butler, Willie Horne and Charles Howard, all of Brooklyn, were arrested and charged with kidnapping and robbery. Howard, who has 13 prior arrests, was named specifically as the

Continued

Left: Although fuel hijackings ranked fourth highest in frequency, the value was negligible, only .5% of the total of $7.9 million hijacked.

Hijacking

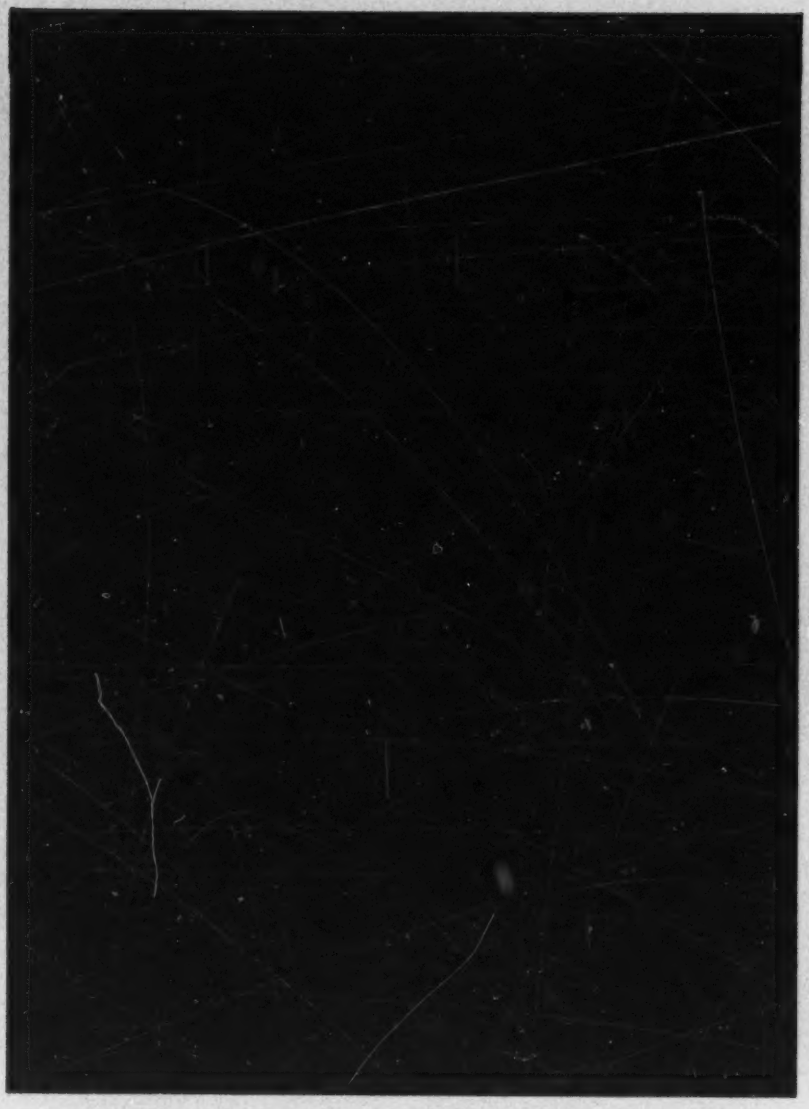
Top: Frank Laser, N.Y. Motor Truck Assn., heads the MTA's anti-hijacking efforts. **Above:** Jack Rogers (right) safety director for Island Transportation Corp., addresses truckers and oil company execs at the MTA safety meeting.

Frank Laser and the MTA keep annual records on both hijackings and grand larceny of trucks within the metropolitan New York City area. Hijackings in 1979 were up from 1978 yet the total value of the goods taken was down about $600,000. The sharp drop in hijackings from 1971 to 1972 resulted more from a change in recording techniques used by the police and increased safety measures by truck companies than anything else, Laser said.

hijacker of the Texaco truck in which the driver almost died. All three men were part of a social club in Brooklyn, and, in fact, once the police found one, it was easy to find the other two suspects.

The police also nabbed Alson Best and Richard Horne (related to Willie Horne) as receivers of stolen property. Cunningham said the squad was looking for two more receivers. He also pinpointed four gasoline service stations in the vicinity of Atlantic Avenue, Brooklyn, as the drop points. Two of the stations were Mobil and Sunoco franchises. In this case, Katz said, the oil companies were assisting the police by analyzing gasoline taken from the stations' tanks and telling whether it was the company's own product or someone else's.

The problems though aren't over. The charges against Howard and the others could mean from 25 years to life imprisonment. That is, if the judicial system follows through, if witnesses testify and, finally, if the men are convicted. Katz would like more cooperation from the truck drivers but some are scared. Badly. According to him, only one of 13 drivers identified any of the hijackers. "I can understand one or two drivers not knowing or not being able to identify these



Although hijackings get more publicity, grand larceny (theft of goods or a truck without danger to an individual) is the real moneymaker because the chances of getting away are better and the jail terms are less severe than those given to convicted hijackers. As in the hijacking scoreboard on the next page, the number of incidents dropped dramatically in 1972 due to changes in the methods of reporting and the increased safety measures taken on the part of the trucking companies.

Top: Capt. Katz, head of the Safe, Loft & Truck squad, shares with the truckers the fear that the hijackers may get back on the street. **Above:** Brooklyn headquarters for ITC which had three gasoline delivery trucks hijacked.

guys," Katz said, "but 12 drivers not recognizing any of these guys is hard to believe.

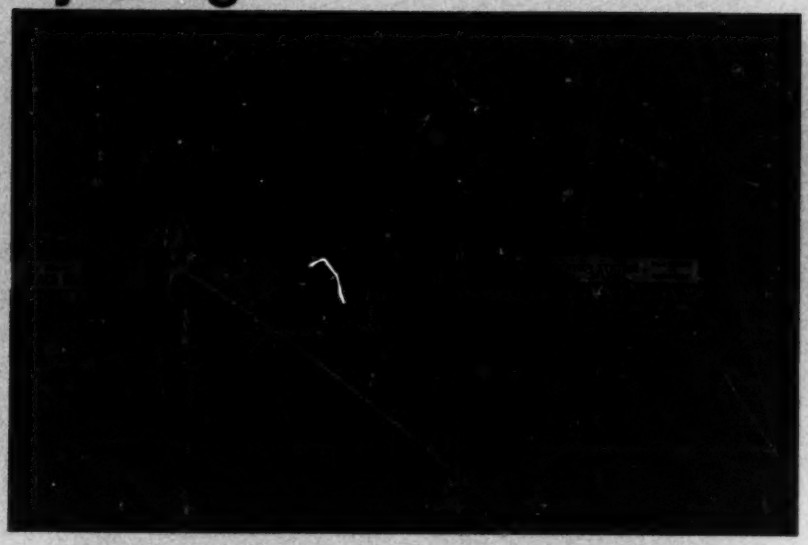
"We want to get these guys off the streets for 15 to 20 years. Then the drivers would have nothing to worry about. But we can only go so far. Sooner or later you have to stand up and be counted." Obviously, no union or company can force its drivers to follow through and testify against their will. But Katz and the squad are hoping more of the drivers will come forward.

What's in the future?

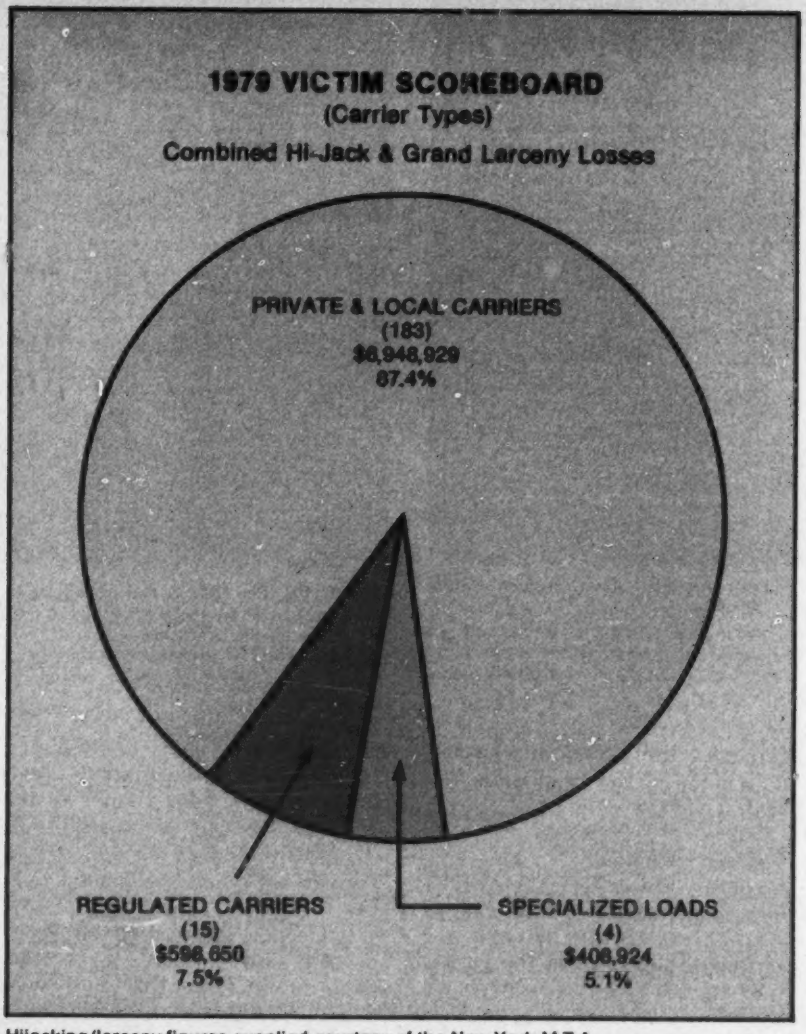
There's not a lot that can be done. Representatives from the oil companies, police, drivers and trucking companies met during the N.Y. Motor Truck Association's monthly safety meeting in January to try to work up some new safety measures. Jack Rogers, safety director for Island Transportation, asked if the drivers locked their doors while in the cab. Most said they didn't. One driver's reaction was to ask how a window would stop a bullet.

Someone suggested the truckers develop running boards that would fold down when the door was closed. This might keep hijackers from jumping up on a truck cab.

Continued



Above and Left: Trucks like these, operated by ITC, were easy targets for hijackers because there are no company logos. These trucks can pull into any station without attracting attention. Oil companies have begun putting their logos back on the trucks.



Hijacking/larceny figures supplied courtesy of the New York M.T.A.

Frank Laser of the MTA said the association would see if CB units can be put in the trucks for better communication.

The industry doesn't want a lot of publicity, and the drivers don't want their names published for fear of reprisals. The oil companies and the truck companies don't want publicity for fear it will just instigate more hijackings. The police got involved as quickly as they did only because of the threat to life. Were it not for the threat to the drivers and the number of hijackings pulled in a short period of time, the SL&T squad would not have been able to give the problem such high priority. Like all police forces, they are understaffed. Katz pointed out that the squad is faced with solving much more expensive thefts and hijackings every day. On the weekend of January 19, for example, two containers of tin were stolen off a Brooklyn pier. Value: $500,000.

Unfortunately, as gasoline gets costlier and allocations tighten, truckers will probably see more hijackings. And if the government orders gasoline rationing, Laser said, the situation will really get hairy.

□ □ □

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FLEET REFERENCE AND ANNUAL

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Guidelines

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 4 APRIL 1980

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2 TOOLS & EQUIPMENT

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In addition to a Shop Reference Guide illustrating the design of an ideal maintenance facility, this section includes Test Equipment Performance Guidelines to aid selection of diagnostic equipment. Also included is a pre-paid response card you can use to obtain free technical literature on 10 categories of test equipment.

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4 HEAVY-DUTY SERVICE DIRECTORY

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Service facilities for all major brands of heavy-duty trucks, diesel engines and refrigeration units listed alphabetically by state and city in this helpful reference directory. To increase its usefulness, this year's directory has been expanded to include listings for Volvo trucks.

5 TECHNICAL DATA DIRECTORY

Pg. 248

Literature to help the fleet planner is combined with Direct Action Postcards to speed information to you. Addresses are included in the first part of the directory so you can make direct contact with the manufacturer.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1979 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Whitet	Others	Total Trucks
Under 6,000 lbs.	Dec.-79	26,991	5,162	2,613	8,494	—	—	3201	457	—	—	—	—	v1,709	48,627
	12 Mos.-79	521,800	119,128	63,329	214,726	—	—	30,471	10,082	—	—	—	—	v1,709	961,345
6,001-10,000 lbs.	Dec.-79	18,137	4,858	14,081	34,899	—	379	3,138	3	—	—	—	—	—	75,285
	12 Mos.-79	399,173	113,814	154,808	653,048	—	22,994	38,300	389	—	—	—	—	3	1,413,229
10,001-14,000 lbs.	Dec.-79	—	—	548	439	—	—	—	—	—	—	—	—	—	987
	12 Mos.-79	—	20	16,394	952	—	—	—	—	—	—	—	—	—	17,366
14,001-16,000 lbs.	Dec.-79	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	12 Mos.-79	—	—	2,358	—	—	—	—	—	—	—	—	—	3	2,361
16,001-19,500 lbs.	Dec.-79	157	39	—	—	—	—	—	—	—	—	—	—	—	196
	12 Mos.-79	2,098	1,025	—	—	—	8	—	—	—	—	—	—	9	3,140
19,501-26,000 lbs.	Dec.-79	1,361	1,136	—	1,874	—	300	—	—	—	—	—	—	—	4,671
	12 Mos.-79	33,687	23,377	—	41,971	—	10,497	—	—	—	—	—	—	9	109,521
26,001-33,000 lbs.	Dec.-79	17	157	—	578	—	471	—	—	—	—	—	—	—	1,223
	12 Mos.-79	1,149	1,977	—	14,045	—	23,060	—	—	—	—	—	—	4	40,235
33,001 lbs. and over	Dec.-79	95	1,264	—	1,050	986	918	—	—	745	1,838	690	762	137	8,485
	12 Mos.-79	5,489	20,965	—	21,613	14,701	35,594	—	—	14,145	29,486	8,932	11,330	1,840	164,095
Total	Dec.-79	46,758	12,416	17,242	47,324	986	2,068	6,339	460	745	1,838	690	762	1,846	139,454
	12 Mos.-79	963,466	280,306	236,889	947,255	14,701	92,153	98,771	10,481	14,145	29,486	8,932	11,330	3,577	2,711,292
	12 Mos.-78	1,155,317	317,565	426,469	1,154,148	11,873	94,985	145,847	10,811	13,779	28,705	8,939	13,793	2,039	3,384,270
Trucks with Diesel Engines*	12 Mos.-79	30,796	32,961	—	31,887	14,701	51,752	—	—	14,145	29,486	8,932	11,330	1,844	227,834
	12 Mos.-78	29,315	29,272	2,783	35,802	11,873	43,679	—	—	13,779	28,705	8,939	13,793	1,995	219,915

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.
vVolkswagen of America.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Dec.-79	932	—	240	17	42	1,231
	12 Mos.-79	24,084	—	2,923	1,143	2,646	30,796
Chrysler	Dec.-79	—	—	186	108	1,022	1,296
	12 Mos.-79	—	—	6,469	5,327	20,091	31,887
Ford	Dec.-79	—	—	—	—	986	986
	12 Mos.-79	—	—	—	—	14,701	14,701
Freightliner	Dec.-79	392	—	274	157	1,219	2,042
	12 Mos.-79	7,810	—	3,553	1,905	19,693	32,961
GMC	Dec.-79	—	27	59	292	917	1,295
	12 Mos.-79	—	653	1,459	14,742	34,898	51,752
IHC	Dec.-79	—	—	—	—	745	745
	12 Mos.-79	—	—	—	—	14,145	14,145
Kenworth	Dec.-79	—	—	—	—	1,838	1,838
	12 Mos.-79	—	—	—	—	29,486	29,486
Mack	Dec.-79	—	—	—	—	690	690
	12 Mos.-79	—	—	—	—	8,932	8,932
Peterbilt	Dec.-79	—	—	—	—	762	762
	12 Mos.-79	—	—	—	—	11,330	11,330
White	Dec.-79	—	—	—	—	137	137
	12 Mos.-79	—	—	—	4	1,840	1,844
Others	Dec.-79	1,324	27	739	574	8,338	11,002
Total	12 Mos.-79	31,894	653	14,404	23,121	157,762	227,834
	Dec.-78	2,203	59	897	2,013	12,005	17,177
	12 mos.-78	34,751	840	12,229	22,567	149,498	219,915

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	December 1979 Units	12 Months—1979 Units	12 Months—1979 Value*
Vans	8,834	138,382	1,577,360
Tanks	689	8,586	225,891
Bulk commodity and dry material	153	3,674	77,266
Pole and logging	157	1,547	14,971
Platform	1,945	33,822	266,432
Low-bed heavy haulers (over 10 tons)	521	6,705	102,714
Dump trailers and dump chassis	738	10,811	157,837
Dollies or converter gear	793	7,600	27,385
Auto transports	92	1,275	30,314
All other tractors and chassis	362	4,604	36,530
Total—Complete tractors and chassis	14,284	216,986	2,516,730
Detachable trailers†	317	9,145	75,008
Detachable trailers chassis†	994	14,700	73,725

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	January 1980	January 1979	Calendar Year 1979	Calendar Year 1978
Chevrolet	64,311	109,698	1,015,514	1,215,941
GMC	15,361	30,170	337,375	374,897
Chrysler	13,406	48,142	295,228	490,648
Ford	56,000	118,408	1,032,063	1,233,243
International	0	11,907	115,266	121,509
Jeep Corp.	9,752	13,860	128,460	173,092
AM General	935	1,518	20,410	19,316
Mack	2,587	2,965	35,491	34,258
Volkswagen of America	800	—	2,325	—
White	800	1,336	11,163	14,456
Others	3,600	3,960	41,566	96,370
Total—Trucks and Buses	167,552	341,984	3,034,861	3,713,720
Total—Passenger Cars	529,801	785,625	6,434,516	9,177,500
Total—Motor Vehicles	696,353	1,127,609	11,469,377	12,891,220

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Dec.-79	7	19	472	—	—	935	1,433
	12 Mos.-79	1,606	926	6,414	—	—	24,734	33,680
Chrysler	Dec.-79	—	204	—	—	—	48	252
	12 Mos.-79	—	912	—	—	—	96	1,008
Ford	Dec.-79	529	805	445	—	—	—	1,779
	12 Mos.-79	19,761	11,539	8,321	—	—	—	39,621
Freightliner	Dec.-79	4	747	215	—	—	—	966
	12 Mos.-79	1,334	9,624	3,743	—	—	—	14,701
GMC	Dec.-79	70	826	951	—	—	392	2,239
	12 Mos.-79	2,506	6,596	19,534	—	—	7,997	36,633
IHC	Dec.-79	93	667	272	408	—	61	1,501
	12 Mos.-79	2,637	27,584	9,794	17,593	—	950	58,558
Kenworth	Dec.-79	5	569	273	—	—	—	847
	12 Mos.-79	2,854	8,247	4,124	—	—	—	15,225
Mack	Dec.-79	30	215	44	—	1,795	74	2,158
	12 Mos.-79	333	2,767	541	—	30,661	572	34,874
Peterbilt	Dec.-79	2	524	187	—	—	—	713
	12 Mos.-79	2,464	4,967	2,372	—	—	—	9,803
White	Dec.-79	164	490	170	—	—	—	824
	12 Mos.-79	853	7,628	3,499	—	—	—	11,960
Others	Dec.-79	82	60	55	—	—	234	411
	12 Mos.-79	584	634	930	—	—	288	2,436
Totals	Dec.-79	986	5,126	3,084	408	1,795	1,744	13,123
	12 Mos.-79	34,942	81,424	59,272	17,593	30,661	34,637	258,529
	Dec.-78	3,164	6,516	3,758	1,058	2,311	2,334	19,142
	12 Mos.-78	33,586	80,078	48,394	12,916	30,865	38,009	243,848

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scandia, Perkins, Isuzu.

3 FLEET CAR SPECS

SELECTED BODY DIMENSIONS 1980 U. S. Passenger Cars

Manufacturer & Model	Body Type	Wheelbase (in.)	Tread (in.) Front	Tread (in.) Rear	Overall Dimensions (in.) Length	Overall Dimensions (in.) Width	Overall Dimensions (in.) Height	Minimum Ground Clearance and Location	Luggage Capacity cu. ft.
AMERICAN MOTORS CORP.									
Spirit	Sedan, 2d	96.00	58.09	57.04	167.00	71.96	51.60	4.16 CC	.....
Spirit	Liftback, 2d	96.00	58.09	57.04	167.24	71.88	51.49	4.17 CC	.....
Concord	Sedan, 2d	108.00	57.64	57.06	185.00	71.00	51.87	4.22 CC	11.45
Concord	Sedan, 4d	108.00	57.64	57.06	185.00	71.00	51.31	3.69 CC	11.45
Concord	Wagon, 4d	108.00	57.64	57.06	185.00	71.00	51.55	3.95 CC	.....
Pacer	Sedan, 2d	100.00	61.06	60.00	173.91	77.06	52.75	4.61 TP	.....
Pacer	Wagon, 2d	100.00	61.06	60.00	178.82	77.06	53.08	4.90 TP	.....
Eagle	Sedan, 2d	109.27	58.64	57.56	184.00	71.00	55.59	6.94 TP	11.45
Eagle	Sedan, 4d	109.27	58.64	57.56	184.00	71.00	55.14	6.96 TP	11.45
Eagle	Wagon, 4d	109.27	58.64	57.56	184.00	71.00	55.05	6.95 TP	56.90
CHECKER MOTORS CORP.									
Taxicab	Sedan, 4d	120.00	64.45	63.31	201.60	78.00	62.75	7.50 RSA	12.20
Marathon	Sedan, 4d	129.00	64.45	63.31	210.60	78.00	62.75	7.50 RSA	12.20
CHRYSLER CORP.									
Plymouth									
Horizon	Hatchback, 2d	98.70	56.10	55.80	172.80	66.70	51.20	5.00 CC	10.70
Horizon	Hatchback, 4d	98.20	56.10	56.60	164.80	65.80	53.50	5.00 CC	10.50
Volare	Coupe, 2dr	108.70	60.00	59.50	200.30	72.40	53.60	6.00 CC	16.40
Volare	Coupe, 4dr	112.70	60.00	59.50	204.30	72.40	55.30	5.90 CC	16.40
Volare	Wagon, 4dr	112.70	60.00	59.50	204.30	72.40	55.50	5.80 CC	.....
Gran Fury	Hardtop, 4 dr	118.50	61.90	62.00	220.20	77.60	54.50	5.40 CC	21.30
Dodge									
Omni	Hatchback, 2dr	98.70	56.10	55.80	173.30	66.70	51.20	5.00 CC	10.70
Omni	Hatchback, 4dr	98.20	56.10	55.80	164.80	65.80	53.50	5.00 CC	10.50
Aspen	Coupe, 2dr	108.70	60.00	59.50	200.30	72.40	53.60	6.00 CC	16.40
Aspen	Sedan, 4dr	112.70	60.00	59.50	204.30	74.40	55.30	5.90 CC	16.40
Aspen	Wagon, 4dr	112.70	60.00	59.50	204.30	72.40	55.50	5.80 CC	.....
Diplomat	Coupe, 2dr	108.70	60.00	59.50	201.20	74.20	53.40	5.90 CC	14.80
Diplomat	Sedan, 4dr	112.70	60.00	59.50	205.20	74.20	55.30	5.90 CC	15.60
Diplomat	Wagon, 4dr	112.70	60.00	59.50	205.50	74.20	55.50	5.80 CC	.....
Mirada	Hardtop, 2dr	112.70	60.00	59.50	208.50	72.70	53.30	6.10 CC	16.70
St. Regis	Hardtop, 4dr	118.50	61.90	62.00	220.20	77.60	54.50	5.40 CC	21.30
Chrysler									
Newport	Hardtop, 4dr	118.50	61.90	62.00	220.20	77.60	54.50	5.40 CC	21.30
New Yorker	Hardtop, 4dr	118.50	61.90	62.00	221.50	77.60	54.50	5.40 CC	21.30
Cordoba	Hardtop, 2dr	112.70	60.00	59.50	209.80	72.70	53.30	6.10 CC	16.70
Cordoba 300	Hardtop, 2dr	112.70	60.00	59.50	209.50	72.70	53.30	6.10 CC	16.70
LeBaron	Coupe, 2dr	108.70	60.00	59.50	201.20	74.20	53.40	5.90 CC	14.80
LeBaron	Sedan, 4dr	112.70	60.00	59.50	205.20	74.20	55.30	5.90 CC	15.60
LeBaron	Wagon, 4dr	112.70	60.00	59.50	205.50	74.20	55.50	5.80 CC	.....
FORD MOTOR CO.									
Ford									
Pinto	Sedan, 2dr; Sedan, 3dr	94.50	55.00	55.80	170.80	68.40	50.50	4.63 CCG	8.20
Pinto	Wagon, 2dr	94.80	55.00	55.80	180.60	68.70	52.00	5.14 CCG	.....
Fairmont	Sedan, 2dr; Sedan, 4dr	105.50	56.00	57.00	195.50	71.00	52.90	4.38 CCG	16.80
Fairmont	Coupe, 2dr	105.50	56.00	57.00	197.40	71.00	51.70	4.38 CCG	16.10
Fairmont	Wagon, 4dr	105.50	56.00	57.00	195.50	71.00	54.20	4.38 CCG	.....
Mustang	Coupe, 2dr; Hatchback, 3dr	100.40	56.60	57.00	179.10	69.10	51.40	5.67 RSA	10.00*
Granada	Sedan, 2dr; Sedan, 4dr	109.90	59.00	57.70	198.70	74.50	53.20*	4.62 CCG	15.40
LTD	Sedan, 2dr; Sedan, 4dr	114.30	62.20	62.00	209.30	77.50	54.70	5.17 RSB	22.40
LTD	Wagon, 4dr	114.30	62.20	62.00	215.00	79.30	57.40	5.63 RSB	.....
Thunderbird	Sedan, 2dr	108.40	58.10	57.00	200.40	74.10	53.00	4.89 CCG	17.70
Mercury									
Bobcat	Sedan, 3dr	94.50	55.00	55.80	170.80	68.40	50.50	4.63 CCG	.....
Bobcat	Wagon, 2dr	94.80	55.00	55.80	180.60	68.70	52.00	5.14 CCG	.....
Capri	Sedan, 3dr	100.40	56.60	57.00	179.10	69.10	51.40	5.67 RSA	.....
Zephyr	Sedan, 2dr; Sedan, 4dr	105.50	56.60	57.00	195.50	71.00	52.90	4.38 CCG	16.80
Zephyr	Coupe, 2dr	105.50	56.60	57.00	197.40	71.00	51.70	4.38 CCG	16.80
Zephyr	Wagon, 4dr	105.50	56.60	57.00	195.50	71.00	52.90	4.38 CCG	.....
Monarch	Sedan, 2dr; Sedan, 4dr	109.90	59.00	57.70	199.70	74.50	53.20*	4.62 CCG	15.40
Cougar XR-7	Sedan, 2dr	108.40	58.10	57.00	200.40	74.10	53.00	4.89 CCG	17.70
Mercury	Sedan, 2dr; Sedan, 4dr	114.30	62.20	62.00	212.30	77.50	54.70	5.17 RSB	22.40
Lincoln									
Lincoln	Sedan, 2dr; Sedan, 4dr	117.30	62.20	62.00	219.00	78.10	55.40*	5.68 RSA	22.40
Mark VI	Sedan, 2dr	114.30	62.20	62.00	216.00	78.10	55.40	5.68 RSA	23.10
Mark VI	Sedan, 2dr	117.30	62.20	62.00	219.10	78.10	56.30	5.68 RSA	23.00
Versailles	Sedan, 4dr	109.90	58.00	57.70	200.70	74.50	54.30	5.14 CCG	14.60
GENERAL MOTORS CORP.									
Buick									
Skyhawk	Hatchback Coupe, 2 dr	97.00	54.70	53.60	179.30	65.40	50.80	4.80 CC	27.80
Skylark	Coupe, 2 dr; Sedan, 4 dr	104.90	58.70	57.00	181.90	67.70	53.50	6.10 F	14.30
Century	Coupe, 2 dr	108.10	58.50	57.80*	195.90	71.10	54.60	NA	16.10
Regal	Coupe, 2 dr	108.10	58.50	57.80*	200.30	71.10	54.60	NA	16.30
Century	Sedan, 4 dr	108.10	58.50	57.80*	195.90	71.10	55.50	NA	16.10
Century	Wagon, 4 dr	108.10	58.50	57.80*	196.00	71.10	55.50	NA	71.80
LeSabre	Coupe, 2 dr; Sedan, 4 dr	116.00	61.80	60.70	217.40	78.00	55.00	NA	20.80
LeSabre	Wagon, 4 dr	115.90	62.20	64.10	218.80	80.10	57.10	NA	87.80
Electra	Coupe, 2 dr	118.90	61.80	61.00	220.30	78.00	54.20	NA	20.80
Electra	Sedan, 4 dr	118.90	61.80	61.00	220.30	78.00	55.60	NA	20.80
Estate	Wagon, 4 dr	116.00	62.20	64.10	218.80	80.10	57.10	NA	87.90
Riviera	Coupe, 2 dr	114.00	59.30	60.00	206.60	72.70	54.10	NA	15.80
Cadillac									
Brougham	Sedan, 4 dr	121.40	61.70	60.70	221.00	76.40	56.70	5.90 FSG	19.60
DeVille	Sedan, 2 dr	121.40	61.70	60.70	221.00	76.40	54.60	5.90 FSG	19.60
DeVille	Sedan, 4 dr	121.40	61.70	60.70	221.00	76.40	55.60	5.90 FSG	19.60
Fleetwood	Sedan, 4 dr	144.50	61.70	60.70	244.10	76.40	56.90	5.90 FSG	.....
Eldorado	Coupe, 2 dr	114.00	59.30	60.60	204.50	71.50	54.20	5.50 FC	15.00
Seville	Sedan, 4 dr	114.00	59.30	60.60	204.80	71.40	54.30	5.50 FC	14.50
Chevrolet									
Chevette	Hatchback Coupe, 2dr	94.30	51.20	51.20	161.90	61.80	52.20	5.20 KB	.....
Chevette	Hatchback Sedan, 4dr	97.30	51.20	51.20	164.90	61.80	52.20	5.20 KB	.....
Monza	Hatchback Coupe, 2dr	97.00	54.60	53.60	179.90	65.40	50.20	4.40 E	.....
Monza	Notchback Coupe, 2dr	97.00	54.60	53.60	179.90	65.40	50.10	4.40 E	9.60
Citation	Coupe, 2dr; Hatchback, 2dr; 4dr	104.90	58.70	57.00	176.70	68.30	53.10	5.30 F	12.50*
Camaro	Coupe, 2dr	108.00	61.30	60.00	197.60	74.50	49.20	4.80 FC	7.10
Camaro Berlinetta	Coupe, 2dr	108.00	61.60	60.30	197.60	74.50	49.20	4.80 FC	7.10

3 FLEET CAR SPECS

SELECTED BODY DIMENSIONS

Manufacturer & Model	Body Type	Wheelbase (in.)	Tread (in.) Front	Tread (in.) Rear	Overall Dimensions (in.) Length	Width	Height	Minimum Ground Clearance and Location	Luggage Capacity cu. ft.
General Motors Corp.—cont'd.									
Chevrolet Malibu	Coupe, 2dr	108.10	58.50	57.80	192.70	71.50	53.30	5.40 RSA	16.60
Malibu	Sedan, 4dr	108.10	58.50	57.80	192.70	71.50	54.20	5.40 RSA	16.60
Malibu	Wagon, 4dr	108.10	58.50	57.80	193.40	71.20	54.50	5.70 RSA	.....
Impala, Caprice	Coupe, 2dr	116.00	61.80	60.80	212.10	75.30	55.90	5.60 FSG	20.90
Impala, Caprice	Sedan, 4dr	116.00	61.80	60.80	212.10	75.30	55.30	5.60 FSG	20.90
Impala, Caprice	Wagon, 4dr	116.00	62.20	64.10	215.10	79.30	57.70	6.00 FSG	.....
Monte Carlo	Coupe, 2dr	108.10	58.50	57.80	200.40	71.50	53.90	4.60 RSA	16.10
Corvette	Coupe, 2dr	98.00	58.70	58.50	185.30	69.00	48.10	4.10 CC	8.40
Pontiac Sunbird	Hatchback, 2 dr	97.00	55.30	54.10	179.20	65.40	49.90	4.80 CC	.....
Sunbird	Notchback, 2dr	97.00	55.30	54.10	179.20	65.40	49.60	4.80 CC	6.60
Phoenix	Notchback Coupe, 2dr	104.90	58.70	57.00	182.10	69.10	53.50	5.60 FSG	13.90
Phoenix	Hatchback Sedan, 5dr	104.90	58.70	57.00	179.30	69.60	53.40	5.60 FSG	14.70
Firebird	Coupe, 2dr	108.20	61.30	60.90	198.10	73.00	49.30	4.60 CC	7.10
LeMans	Coupe, 2dr	108.10	58.50	57.80	198.60	71.90	53.50	5.60 CC	16.60
LeMans	Sedan, 4dr	108.10	58.50	57.80	198.60	71.90	54.40	5.60 CC	16.60
LeMans	Wagon, 4dr	108.10	58.50	58.00	197.80	72.60	54.80	5.90 CC	.....
Catalina, Bonneville	Coupe, 2dr	116.00	61.70	60.70	214.00	76.40	54.70	6.90 CC	20.80
Catalina, Bonneville	Sedan, 2dr	116.00	61.70	60.70	214.00	76.40	55.20	6.90 CC	20.80
Catalina, Bonneville	Wagon, 4dr	116.00	62.10	64.10	216.70	79.90	57.10	6.90 CC	.....
Grand Prix	Coupe, 2dr	108.10	58.50	57.80	201.40	72.70	53.30	5.30 CC	16.10
Oldsmobile Starfire	Coupe, 2dr	97.00	54.70	53.60	179.60	65.40	50.20	4.90 CC	27.80
Omega	Notchback Coupe, 2dr; Sedan, 4dr	105.00	58.70	57.00	181.80	69.80	51.90	4.70 SB	14.30
Cutlass Salon	Coupe, 2dr	108.10	58.50	57.70	199.10	71.90	53.20	4.90 RSB	16.10
Cutlass Supreme	Coupe, 2dr	108.10	58.50	57.70	200.90	71.30	53.00	4.70 RSB	16.10
Cutlass Salon, Supreme	Sedan, 4dr	108.10	58.50	57.70	199.10	71.90	54.10	4.90 RSB	16.10
Cutlass Cruiser	Wagon, 4dr	108.10	58.50	57.70	198.40[4]	71.80	54.30	5.10 RSB	.....
Delta 88	Coupe, 2dr	116.00	61.70	60.70	218.40	76.30	54.10	5.40 RSB	20.80
Delta 88	Sedan, 4dr	116.00	61.70	60.70	218.40	76.30	54.70	5.40 RSB	20.80
Ninety-Eight	Coupe, 2dr; Sedan, 4dr	119.00	61.70	60.70	221.40	76.30	55.30	5.60 RSB	20.80
Custom Cruiser	Wagon, 4dr	116.00	62.10	64.10	220.30	79.80	56.80	5.20 RSB	.....
Toronado	Coupe, 2dr	114.00	59.30	60.00	206.00	71.40	52.50	4.20 RSB	15.20
Volkswagen of America Rabbit	Hardtop, 2 dr & 4 dr	94.50	54.70	53.10	155.30	63.40	55.50	4.50 E	.....

ABBREVIATIONS
CC—Catalytic converter
CCS—Catalytic converter grass shield
E—Exhaust
F—Frame
FC—Front crossmember
FSG—Front suspension to ground
KB—K Brace under front crossmember
NA—Not available
RSA—Rear shock absorber
RSB—Rear suspension bracket
SB—Stabilizer bracket
TP—Tailpipe

[1]—Coupe only
[2]—53.30 on Sedan 4 dr
[3]—56.10 on Sedan 4 dr
[4]—199.40 on Brougham models
[5]—58.00 on V-8 models

COURTESY OF AUTOMOTIVE INDUSTRIES

Factory Installation of Optional Equipment 1979-1976

Compiled from data secured directly from manufacturers

Equipment	1979 MODELS Units	1979 MODELS % of Total	1978 MODELS Units	1978 MODELS % of Total	1977 MODELS Units	1977 MODELS % of Total	1976 MODELS Units	1976 MODELS % of Total
Automatic Transmission	8,208,034	90.88	8,604,900	93.08	9,021,814	95.24	7,671,110	91.37
Manual Transmission, 3-speed	9,612	11	31,968	.35	66,367	.70	168,353	2.00
Manual Transmission, w/O.D. unit	2,871	.03	12,214	.13	.....	.00	6,616	.08
Manual Transmission, 4-speed	783,638	8.68	552,883	5.98	370,714	3.91	489,200	5.83
Manual Transmission, 5-speed	11,467	.13	12,667	.14	13,587	.15	60,449	.72
V-8 Engines	5,568,989	61.65	8,078,586	85.75	7,199,709	76.01	5,782,538	68.84
6-Cylinder Engines	2,087,263	23.11	2,221,229	24.03	1,676,288	17.70	1,799,961	21.08
4-Cylinder Engines	1,372,008	15.19	944,953	10.22	596,495	6.29	863,228	10.28
Power Brakes	7,722,492	85.49	8,128,981	87.93	8,526,137	90.01	6,762,475	80.55
Power Steering	8,202,955	90.81	8,559,176	92.58	9,009,610	95.11	7,538,431	89.79
Power Windows	2,660,493	29.45	2,816,642	30.47	2,771,198	29.26	2,038,497	24.28
Power Seats	1,845,041	20.43	1,824,156	19.73	2,007,193	21.19	1,384,996	16.50
Air Conditioning	7,314,157	80.97	7,463,702	80.73	7,747,509	81.79	6,342,444	75.54
Tinted Glass	8,000,221	88.57	7,924,413	85.72	8,216,693	86.74	6,787,503	80.85
Locking Differential	469,172	5.19	441,584	4.78	456,914	4.82	358,643	4.27
Moveable Steering Column	3,847,260	42.59	3,636,326	39.33	3,747,538	39.56	2,661,354	31.70
Disc Brakes	9,032,884	100.00	9,207,971	99.60	9,408,011	99.32	8,118,288	96.70
Radio, AM only	2,769,183	30.66	3,036,887[1]	32.85	3,287,972[1]	34.71	6,894,039[1]	82.00
Radio, Except AM	4,730,632	52.37	4,302,047[2]	46.53	4,444,015[2]	46.92	1,042,849[2]	12.42
Speed Warning Device	108,237	1.20	114,297	1.24	125,765	1.33	202,242	2.41
Speed Control Device	3,463,409	38.34	3,217,839	34.81	3,405,416	35.95	2,212,384	26.35
Vinyl Top	3,354,386	37.14	3,836,309	41.50	4,506,219	47.57	3,897,076	46.42

[1]—All Radios except those w/tape deck
[2]—Tape Player and/or Radio-Tape Combination

1979 Model Year Factory Installation of Optional Equipment

Shown In Per Cent of Each Makes Production

MAKE	TRANSMISSIONS					ENGINES			POWER OPERATED				AIR CONDITIONING	TINTED GLASS	LOCKING DIFFERENTIAL	MOVABLE STEERING COLUMN	DISC BRAKES
	Automatic	Manual 3-Speed	Manual 3-Speed w/ Overdrive Unit	Manual 4-Speed	Manual 5-Speed	V-8	6-Cylinder	4-Cylinder	Brakes	Steering	Windows	Seats					
AMERICAN MOTORS CORP.																	
Concord	95.3	N.O.	4.7	N.O.	N.O.	4.8	89.3	6.2	57.7	96.5	N.O.	N.O.	62.2	78.0	4.6	35.1	100.0
Spirit	64.1	4.9	31.0	N.O.	N.O.	6.9	64.3	28.8	30.4	74.4	N.O.	N.O.	39.1	52.6	4.5	19.8	100.0
Pacer	94.3	N.O.	5.7	N.O.	N.O.	9.9	90.1	N.O.	77.5	98.3	N.O.	N.O.	75.0	91.0	4.5	48.2	100.0
CHECKER MOTORS CORP.																	
Marathon	100.0	N.O.	N.O.	N.O.	N.O.	61.0	39.0	N.O.	100.0	100.0	N.O.	N.O.	72.0	88.0	2.0	N.O.	100.0
Taxi-Cab	100.0	N.O.	N.O.	N.O.	N.O.	14.0	86.0	N.O.	100.0	100.0	N.O.	N.O.	35.0	22.0	9.0	N.O.	100.0
CHRYSLER CORP.																	
Plymouth																	
Horizon	56.4	N.O.	43.6	N.O.	N.O.	N.O.	N.O.	100.0	17.2	41.6	N.O.	N.O.	36.7	56.7	N.O.	N.O.	100.0
Volare	97.8	1.0	1.2	N.O.	N.O.	19.1	80.9	N.O.	97.5	94.7	1.6	1.0	72.0	74.6	3.4	5.0	100.0
Dodge																	
Omni	58.0	N.O.	44.0	N.O.	N.O.	N.O.	N.O.	100.0	19.6	44.5	N.O.	N.O.	37.4	59.7	N.O.	N.O.	100.0
Aspen	97.6	1.1	1.3	N.O.	N.O.	21.7	78.3	N.O.	98.6	98.2	2.6	1.2	71.1	77.1	2.4	6.1	100.0
Diplomat	98.7	N.O.	0.3	N.O.	N.O.	73.0	27.0	N.O.	100.0	100.0	20.8	17.6	88.2	91.7	4.4	23.5	100.0
Magnum XE	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	48.3	24.4	90.2	97.6	10.8	47.1	100.0
St. Regis	100.0	N.O.	N.O.	N.O.	N.O.	98.0	2.0	N.O.	100.0	100.0	34.4	25.9	96.6	98.5	8.4	54.7	100.0
Chrysler																	
Cordoba	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	49.3	36.8	97.1	98.3	7.0	53.6	100.0
LeBaron	99.7	0.3	N.O.	N.O.	N.O.	71.3	28.7	N.O.	100.0	100.0	28.5	23.4	93.5	94.1	3.7	31.3	100.0
Chrysler	100.0	N.O.	N.O.	N.O.	N.O.	98.2	1.8	N.O.	100.0	100.0	55.1	51.5	97.5	99.8	8.4	68.4	100.0
FORD MOTOR CO.																	
Ford																	
Pinto	49.6	N.O.	50.4	N.O.	N.O.	N.O.	3.9	96.1	23.9	47.3	N.O.	N.O.	27.4	62.6	N.O.	N.O.	100.0
Fairmont	89.8	N.O.	10.2	N.O.	N.O.	10.0	65.9	24.1	77.0	93.4	3.9	2.3	69.8	76.3	N.O.	8.4	100.0
Granada	97.7	N.O.	N.O.	N.O.	2.3	18.7	81.3	N.O.	96.9	96.6	7.3	3.4	82.7	86.2	N.O.	10.8	100.0
Mustang	64.6	N.O.	35.4	N.O.	N.O.	14.3	31.3	54.4	74.6	96.9	N.O.	N.O.	57.8	72.3	N.O.	12.7	100.0
LTD	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	27.5	20.1	95.3	95.4	N.O.	40.3	100.0
LTD II	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	11.0	6.7	96.8	94.2	19.6	28.5	100.0
Thunderbird	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	43.5	29.7	96.6	96.1	2.7	48.2	100.0
Mercury																	
Bobcat	N.O.	N.O.	45.5	N.O.	N.O.	N.O.	8.1	91.9	23.9	61.0	N.O.	N.O.	25.3	100.0	N.O.	N.O.	100.0
Zephyr	88.9	N.O.	11.1	N.O.	N.O.	12.5	68.4	19.1	77.5	94.0	6.7	2.6	72.3	79.7	N.O.	13.3	100.0
Monarch	97.2	N.O.	2.8	N.O.	N.O.	18.9	81.1	N.O.	88.2	98.9	11.6	5.8	85.8	88.7	N.O.	17.1	100.0
Capri	53.6	N.O.	46.4	N.O.	N.O.	12.5	31.5	56.0	72.3	82.9	N.O.	N.O.	58.0	75.8	N.O.	17.0	100.0
Cougar	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	25.3	19.1	96.3	93.3	6.6	32.4	100.0
XR-7	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	48.2	29.6	97.9	98.2	2.7	53.8	100.0
Mercury	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	72.4	58.0	98.5	98.2	N.O.	68.9	100.0
Lincoln																	
Lincoln	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	99.0	100.0	100.0	9.3	98.0	100.0
Mark V	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	7.5	97.6	100.0
Versailles	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	N.O.	92.0	100.0
GENERAL MOTORS CORP.																	
Chevrolet																	
Chevette	58.3	N.O.	41.7	N.O.	N.O.	N.O.	N.O.	100.0	6.2	N.O.	N.O.	N.O.	36.2	57.7	N.O.	7.5	100.0
Monza	95.2	N.O.	31.7	3.1	N.O.	5.0	49.8	45.2	40.4	79.9	N.O.	N.O.	42.3	100.0	3.4	18.7	100.0
Nova	96.2	N.O.	N.O.	0.6	N.O.	27.4	72.6	N.O.	80.0	98.4	1.0	N.O.	55.5	80.8	1.4	8.4	100.0
Camaro	88.1	N.O.	10.5	N.O.	N.O.	92.2	7.8	N.O.	98.2	100.0	28.2	N.O.	78.2	91.0	13.7	51.6	100.0
Malibu	97.9	N.O.	0.5	N.O.	N.O.	63.8	36.2	N.O.	98.6	99.4	6.8	3.1	80.3	84.7	3.8	23.2	100.0
Chevrolet	100.0	N.O.	N.O.	N.O.	N.O.	98.1	1.9	N.O.	100.0	100.0	30.8	16.9	95.1	96.1	4.6	48.9	100.0
Monte Carlo	98.5	N.O.	N.O.	N.O.	N.O.	78.5	21.5	N.O.	99.7	99.5	26.4	7.3	92.6	95.3	2.3	50.3	100.0
Corvette	83.1	N.O.	16.9	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	93.1	N.O.	94.5	100.0	100.0	95.1	100.0
Pontiac																	
Sunbird	69.8	N.O.	30.5	2.7	N.O.	1.0	36.1	62.9	90.6	82.8	N.O.	N.O.	47.9	100.0	2.9	21.2	100.0
Phoenix	98.6	1.0	0.4	N.O.	N.O.	41.3	58.7	N.O.	93.7	99.5	4.7	N.O.	68.5	75.0	2.2	27.2	100.0
Firebird	92.2	0.9	6.9	N.O.	N.O.	94.0	6.0	N.O.	99.2	100.0	48.1	N.O.	85.2	92.5	58.6	62.9	100.0
LeMans	99.6	0.1	0.3	N.O.	N.O.	51.9	48.1	N.O.	99.4	95.5	12.4	6.5	88.1	87.4	4.3	35.6	100.0
Pontiac	100.0	N.O.	N.O.	N.O.	N.O.	98.7	1.3	N.O.	100.0	100.0	30.9	37.0	98.1	97.3	5.2	68.5	100.0
Grand Prix	98.7	0.2	0.1	N.O.	N.O.	78.8	21.2	N.O.	98.8	98.9	45.9	21.9	96.4	95.9	3.6	61.0	100.0
Oldsmobile																	
Starfire	63.9	N.O.	30.1	6.0	N.O.	65.8	8.1	26.1	72.0	87.7	N.O.	N.O.	54.9	75.6	5.0	28.8	100.0
Omega	98.0	0.6	0.4	N.O.	N.O.	24.2	75.8	N.O.	97.6	99.3	5.7	N.O.	72.2	78.4	1.6	15.6	100.0
Cutlass	99.6	0.1	0.1	0.2	N.O.	78.5	21.5	N.O.	99.7	99.9	25.7	10.9	94.2	95.8	3.1	57.0	100.0
Oldsmobile	100.0	N.O.	N.O.	N.O.	N.O.	99.3	0.7	N.O.	100.0	100.0	61.0	46.8	96.9	98.1	6.3	74.3	100.0
Toronado	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	N.O.	93.7	100.0
BUICK																	
Skyhawk	75.3	N.O.	17.5	7.2	N.O.	N.O.	100.0	N.O.	84.9	97.2	N.O.	N.O.	62.9	84.1	4.3	48.4	100.0
Skylark	98.6	0.4	N.O.	N.O.	N.O.	19.0	81.0	N.O.	93.8	99.7	6.4	N.O.	77.8	84.2	1.3	30.8	100.0
Century/Regal	98.8	0.1	0.1	N.O.	N.O.	41.0	59.0	N.O.	98.5	99.9	27.3	15.4	91.4	94.1	2.4	56.0	100.0
LeSabre	100.0	N.O.	N.O.	N.O.	N.O.	89.3	10.7	N.O.	100.0	100.0	41.7	33.3	95.2	97.1	4.9	65.5	100.0
Electra	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	94.8	98.9	99.8	6.4	93.9	100.0
Riviera	100.0	N.O.	N.O.	N.O.	N.O.	79.9	20.1	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	N.O.	93.2	100.0
Cadillac																	
Cadillac	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	5.6	92.7	100.0
Eldorado	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	N.O.	97.5	100.0
Seville	100.0	N.O.	N.O.	N.O.	N.O.	100.0	N.O.	N.O.	100.0	100.0	100.0	100.0	100.0	100.0	8.0	100.0	100.0

ABBREVIATIONS
N.O.—Not Offered as standard or optional equipment.

COURTESY OF AUTOMOTIVE INDUSTRIES

1980 EPA Gas Mileage Guide

U.S. PASSENGER CARS

Manufacturer / Car Line	Fuel Economy: Estimated MPG	Fuel Economy: Average Annual Fuel Costs	Vehicle Description: Engine Description CID/Cyl Type	Vehicle Description: Transmission	Vehicle Description: Fuel Systems
AMC					
CONCORD	22	$614	151/4	M4	2
	20	$675	151/4	A3	2
	17	$794	258/6	M4	2
	18	$751	258/6	A3	2
PACER	17	$794	258/6	M4	2
	18	$751	258/6	A3	2
SPIRIT	22	$614	151/4	M4	2
	20	$675	151/4	A3	2
	18	$751	258/6	M4	2
	18	$751	258/6	A3	2
BUICK					
CENTURY	20	$675	231(3.8L)6	A3	2
(Turbo)	18	$751	231(3.8L)6	A3	4
	17	$794	301(4.9L)8	A3	4
ELECTRA	17	$794	252(4.1L)6	A3	4
	15	$900	350(5.7L)8	A3	4
LE SABRE	18	$751	231(3.8L)6	A3	2
	16	$844	231(3.8L)6	A3	4
	17	$794	252(4.1L)6	A3	4
	16	$844	301(4.9L)8	A3	4
REGAL	20	$675	231(3.8L)6	A3	2
(Turbo)	18	$751	231(3.8L)6	A3	4
	17	$794	301(4.9L)8	A3	4
RIVIERA	16	$844	231(3.8L)6	A3	4
(Turbo)	15	$900	350(5.7L)8	A3	4
SKYHAWK	15	$900	231(3.8L)6	M4	2
	19	$710	231(3.8L)6	A3	2
SKYLARK	24	$563	151(2.5L)4	M4	2
	22	$614	151(2.5L)4	A3	2
	20	$675	173(2.8L)6	M4	2
	20	$675	173(2.8L)6	A3	2
CADILLAC					
DE VILLE/ BROUGHAM	15	$900	368(6.0L)8	A3	4
ELDORADO	14	$964	368(6.0L)8	A3	FI
SEVILLE	14	$964	368(6.0L)8	A3	FI
CHEVROLET					
CAMARO	20	$675	229(3.8L)6	M3	2
	19	$710	229(3.8L)6	A3	2
	17	$794	305(5.0L)8	A3	4
	14	$964	350(5.7L)8	A3	4
CHEVETTE	28	$520	98(1.6L)4	M4	2
	25	$540	98(1.6L)4	A3	2
IMPALA/ CAPRICE	18	$751	229(3.8L)6	A3	2
	17	$794	267(4.4L)8	A3	2
	17	$794	305(5.0L)8	A3	4
	14	$964	350(5.7L)8	A3	4
CITATION	24	$563	151(2.5L)4	M4	2
	22	$614	151(2.5L)4	A3	2
	20	$675	173(2.8L)6	M4	2
	20	$675	173(2.8L)6	A3	2
MALIBU	20	$675	229(3.8L)6	M3	2
	19	$710	229(3.8L)6	A3	2
	17	$794	267(4.4L)8	A3	2
	17	$794	305(5.0L)8	A3	4
	14	$964	350(5.7L)8	A3	4
MONTE CARLO	19	$710	229(3.8L)6	A3	2
	18	$751	231(3.8L)6	A3	4
	17	$794	267(4.4L)8	A3	2
	17	$794	305(5.0L)8	A3	4
MONZA	22	$614	151(2.5L)4	M4	2
	24	$563	151(2.5L)4	A3	2
	15	$900	231(3.8L)6	M4	2
	19	$710	231(3.8L)6	A3	2
CHRYSLER					
CORDOBA	17	$794	225/6	A3	1
	15	$900	318/8	A3	2
LE BARON	17	$794	225/6	A3	1
	15	$900	318/8	A3	2
NEWPORT/ NEW YORKER	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
	14	$964	360/8	A3	2
DODGE					
ASPEN	17	$794	225/6	M3	1
	17	$794	225/6	M4	1
	17	$794	225/6	A3	1
	15	$900	318/8	A3	2
CHALLENGER	21	$643	156/4	M5	2
	22	$614	156/4	A3	2
COLT	37	$364	86/4	M4	2
	35	$386	86/4	M4X2	2
	33	$408	98/4	M4X2	2
	30	$450	98/4	A3	2
DIPLOMAT	17	$794	225/6	A3	1
	15	$900	318/8	A3	2
MIRADA	17	$794	225/6	A3	1
	15	$900	318/8	A3	2
OMNI/DE TOMASO	23	$587	105/4	M4	2
	24	$563	105/4	A3	2
ST. REGIS	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
	14	$964	360/8	A3	2
FORD					
FAIRMONT	33	$587	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
	21	$643	200(3.3L)6	M4	1
	20	$675	200(3.3L)6	A3	1
	18	$751	255(4.2L)8	A3	2
GRANADA	19	$710	250(4.1L)6	M4	1
	17	$794	250(4.1L)6	A3	1
	17	$794	302(5.0L)8	A3	2
LTD	17	$794	302(5.0L)8	A3	2
	16	$844	351(5.8L)8	A3	2
	16	$844	351(5.8L)8	A4	2
MUSTANG	23	$587	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
	21	$643	200(3.3L)6	M4	1
	20	$675	200(3.3L)6	A3	1
	18	$751	255(4.2L)8	A3	2
PINTO	24	$563	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
THUNDERBIRD	18	$751	255(4.2L)8	A3	2
	17	$794	302(5.0L)8	A3	2
	17	$794	302(5.0L)8	A4	2
LINCOLN-MERCURY					
BOBCAT	24	$563	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
CAPRI	23	$587	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
	21	$643	200(3.3L)6	M4	1
	20	$675	200(3.3L)6	A3	1
	18	$751	255(4.2L)8	A3	2
CONTINENTAL	15	$900	351(5.8L)8	A4	2
CONTINENTAL MARK VI	15	$900	351(5.8L)8	A4	2
COUGAR XR7	18	$751	255(4.2L)8	A3	2
	17	$794	302(5.0L)8	A3	2
	17	$794	302(5.0L)8	A4	2
MARQUIS	17	$794	302(5.0L)8	A3	2
	16	$844	351(5.8L)8	A3	2
	16	$844	351(5.8L)8	A4	2
MONARCH	19	$710	250(4.1L)6	M4	1
	17	$794	250(4.1L)6	A3	1
	17	$794	302(5.0L)8	A3	2
VERSAILLES	15	$900	302(5.0L)8	A3	2
ZEPHYR	23	$587	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
	21	$643	200(3.3L)6	M4	1
	20	$675	200(3.3L)6	A3	1
	18	$751	255(4.2L)8	A3	2
OLDSMOBILE					
CUTLASS	20	$675	231(3.8L)6	A3	2
	19	$710	260(4.3L)8	A3	2
CUTLASS SUPREME	20	$675	231(3.8L)6	A3	2
	19	$710	260(4.3L)8	A3	2
	17	$794	305(5.0L)8	A3	4
	15	$900	350(5.7L)8	A3	4
DELTA 88	18	$751	231(3.8L)6	A3	2
	17	$794	307(5.0L)8	A3	4
	15	$900	350(5.7L)8	A3	4
NINETY EIGHT	17	$794	307(5.0L)8	A3	4
	15	$900	350(5.7L)8	A3	4
OMEGA	24	$563	151(2.5L)4	M4	2
	22	$614	151(2.5L)4	A3	2
	20	$675	173(2.8L)6	M4	2
	20	$675	173(2.8L)6	A3	2
STARFIRE	22	$614	151(2.5L)4	M4	2
	24	$563	151(2.5L)4	A3	2
	15	$900	231(3.8L)6	M4	2
	19	$710	231(3.8L)6	A3	2
TORONADO	17	$794	307(5.0L)8	A3	4
	15	$900	350(5.7L)8	A3	4
PLYMOUTH					
ARROW	29	$466	98/4	M5	2
	29	$466	98/4	A3	2
	22	$614	156/4	M5	2

Note: Figures shown are for the 49 states exclusive of California which has its own emission standards. Fuel mileage may vary for cars sold in Calif.

Fuel costs based on 15,000 miles at .90¢ for gasoline or .80¢ for diesel.

Manufacturers / Manufacturer Car Line	Fuel Economy: Estimated MPG	Fuel Economy: Average Annual Fuel Costs	Vehicle Description: Engine Description CID/Cyl Type	Vehicle Description: Transmission	Vehicle Description: Fuel Systems
	23	$587	156/4	A3	2
CHAMP	37	$384	86/4	M4	2
	35	$386	86/4	M4x2	2
	33	$409	98/4	M4x2	2
	30	$450	98/4	A3	2
HORIZON/ TURISMO	23	$587	105/4	M4	2
	24	$563	105/4	M3	2
SAPPORO	21	$643	156/4	M5	2
	22	$614	156/4	A3	2
VOLARE	17	$794	225/6	M3	1
	17	$794	225/6	M4	1
	17	$794	225/6	A3	1
	15	$900	318/8	A3	2
GRAN FURY	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
	14	$964	360/8	A3	2
PONTIAC					
CATALINA/ BONNEVILLE	18	$751	231(3.8L)6	A3	2
	16	$844	301(4.9L)8	A3	4
FIREBIRD	20	$675	231(3.8L)6	A3	2
	16	$844	301(4.9L)8	A3	4
	14	$964	301(4.9L)8	A3	4
GRAND PRIX	20	$675	231(3.8L)6	A3	2
	17	$794	301(4.9L)8	A3	4
LEMANS/ GRAND AM	20	$675	229(3.8L)6	M3	2
	19	$710	229(3.8L)6	A3	2
	17	$794	301(4.9L)8	A3	4
PHOENIX	24	$563	151(2.5L)4	M4	2
	21	$643	151(2.5L)4	A3	2
	20	$675	173(2.8L)6	M4	2
	20	$675	173(2.8L)6	A3	2
SUNBIRD	22	$614	151(2.5L)4	M4	2
	24	$563	151(2.5L)4	A3	2
	15	$900	231(3.8L)6	M4	2
	20	$675	231(3.8L)6	A3	

STATION WAGONS

AMC					
CONCORD WAGON	22	$614	151/4	M4	2
	20	$675	151/4	M3	2
	17	$794	258/6	M4	2
	18	$751	258/6	A3	2
BUICK					
CENTURY WAGON	20	$675	231(3.8L)6	A3	2
	16	$844	301(4.9L)8	A3	4
ESTATE WAGON	15	$900	350(5.7L)8	A3	4
CHEVROLET					
IMPALA/ CAPRICE WAGON	16	$844	267(4.4L)8	A3	2
	15	$900	305(5.0L)8	A3	4
MALIBU WAGON	20	$675	229(3.8L)6	M3	2
	19	$710	229(3.8L)6	A3	2
	17	$794	267(4.4L)8	A3	2
	17	$794	305(5.0L)8	A3	4
CHRYSLER					
LEBARON WAGON	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
DODGE					
COLT WAGON	21	$643	156/4	M5	2
	22	$614	156/4	A3	2
ASPEN WAGON	16	$844	225/6	M3	1
	16	$844	225/6	M4	1
	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
DIPLOMAT WAGON	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
FORD					
FAIRMONT WAGON	23	$587	140(2.3L)4	M4	2
	21	$643	200(3.3L)6	M4	1
	20	$675	200(3.3L)6	A3	1
LTD WAGON	17	$794	302(5.0L)8	A3	2
	15	$900	351(5.8L)8	A3	2
	15	$900	351(5.8L)8	A4	2
PINTO WAGON	23	$587	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
LINCOLN-MERCURY					
BOBCAT WAGON	23	$587	140(2.3L)4	M4	2
	22	$614	140(2.3L)4	A3	2
MARQUIS WAGON	17	$794	302(5.0L)8	A3	2
	15	$900	351(5.8L)8	A3	2
	15	$900	351(5.8L)8	A4	2
ZEPHYR WAGON	23	$587	140(2.3L)4	M4	2
	21	$643	200(3.3L)6	M4	1
	20	$675	200(3.3L)6	A3	1
OLDSMOBILE					
CUSTOM CRUISER WAGON	15	$900	307(5.0L)8	A3	4
	15	$900	350(5.7L)8	A3	4
CUTLASS WAGON	20	$675	231(3.8L)6	A3	2
	17	$794	260(4.3L)8	A3	2
	17	$794	305(5.0L)8	A3	4
PLYMOUTH					
VOLARE WAGON	16	$844	225/6	M3	1
	16	$844	225/6	M4	1
	16	$844	225/6	A3	1
	15	$900	318/8	A3	2
PONTIAC					
CATALINA/ BONNEVILLE SAFARI WAGON	15	$900	350(5.7L)8	A3	4
LE MANS SAFARI WAGON	19	$710	229(3.8L)6	A3	2
	18	$844	301(4.9L)8	A3	4
CHEVROLET					
LUV PICKUP 2WD	25	$540	111(1.8L)4	M4	2
	22	$614	111(1.8L)4	A3	2
LUV PICKUP 4WD	22	$614	111(1.8L)4	M4	2
DATSUN					
PICKUP	24	$563	119/4	M4	2
	22	$614	119/4	M4	2
	25	$540	119/4	M5	2
	23	$587	119/4	M5	2
	24	$563	119/4	A3	2
	22	$614	119/4	A3	2
DODGE					
D50 PICKUP	22	$614	122/4	M4	2
	22	$614	122/4	A3	2
	22	$614	156/4	M5	2
	22	$614	156/4	A3	2

3 FLEET CAR SPECS

Manufacturer / Car Line	Fuel Economy: Estimated MPG	Fuel Economy: Average Annual Fuel Costs	Vehicle Description: Engine Description CID/Cyl Type	Vehicle Description: Transmission	Vehicle Description: Fuel Systems
FORD					
COURIER	27	$500	120(2.0L)/4	M4	2
PICKUP	27	$500	120(2.0L)/4	M5	2
	22	$614	140(2.3L)/4	M4	2
	22	$614	140(2.3L)/4	M5	2
	20	$575	140(2.3L)/4	A3	2
MAZDA					
B2000 PICKUP	27	$500	120 (2000CC)/4	M4	2
	27	$500	120 (2000CC)/4	M5	2
PLYMOUTH					
ARROW PICKUP	22	$614	122/4	M4	2
	22	$614	122/4	A3	2
	22	$614	156/4	M5	2
	22	$614	156/4	A3	2
TOYOTA					
PICKUP 2WD	21	$643	134/4	M4	2
	20	$675	134/4	M5	2
	21	$643	134/4	A3	2
PICKUP 4WD	18	$751	134/4	M4	2
VOLKSWAGEN					
PICKUP 2WD	23	$587	97/4*	M4	F1
	23	$587	97/4*	M5	F1
	21	$643	97/4*	A3	F1

*Certified for use on leaded gasoline

STANDARD PICK-UP TRUCKS

Manufacturer / Car Line	Fuel Economy: Estimated MPG	Fuel Economy: Average Annual Fuel Costs	Vehicle Description: Engine Description CID/Cyl Type	Vehicle Description: Transmission	Vehicle Description: Fuel Systems
CHEVROLET					
C10 PICKUP	18	$751	250(4.1L)/6	M3/M4C	2
	16	$844	250(4.1L)/6	A3	2
	16	$844	305(5.0L)/8	M5	2
	16	$844	305(5.0L)/8	A3	2
	15	$900	350(5.7L)/8	M3/M4C	4
	14	$984	350(5.7L)/8	A3	4
C20 PICKUP	15	$900	250(4.1L)/6	M3/M4C	2
	14	$984	250(4.1L)/6	A3	2
	14	$984	350(5.7L)/8	M5/M4C	4
	13	$1038	350(5.7L)/8	A3	4
EL CAMINO	20	$675	229(3.8L)/6	M3	2
	18	$751	229(3.8L)/6	A3	2
	17	$794	267(4.4L)/8	A3	2
	16	$844	305(5.0L)/8	A3	4
DODGE					
D150	16	$844	225/6	M4	1
	17	$794	225/6	M4C	1
	17	$794	225/6	A3	1
D200	17	$794	225/6	M4C	1
	17	$794	225/6	A3	1
FORD					
F100/F150	16	$751	300(4.9L)/6	M3	1
	19	$710	300(4.9L)/6	M4	1
	18	$751	300(4.9L)/6	A3	1
	16	$844	302(5.0L)/8	M3	2
	16	$844	302(5.0L)/8	M4	2
	16	$844	302(5.0L)/8	A3	2
	12	$1125	351(5.8L)/8	M3/M4C	2
	12	$1125	351(5.8L)/8	M4	2
	13	$1038	351(5.8L)/8	A3	2
F250	18	$751	300(4.9L)/6	M3/M4C	1
	17	$794	300(4.9L)/6	A3	1
	16	$844	302(5.0L)/8	M3/M4C	2
	16	$844	302(5.0L)/8	M4	2
	15	$900	302(5.0L)/8	A3	2
	12	$1125	351(5.8L)/8	M4	2
	12	$1125	351(5.8L)/8	M3/M4C	2
	13	$1038	351(5.8L)/8	A3	2
	11	$1227	400(6.6L)/8	A3	2
GMC					
CABALLERO	20	$675	229(3.8L)/6	M3	2
	18	$751	229(3.8L)/6	A3	2
	17	$794	267(4.4L)/8	A3	2
	16	$844	305(5.0L)/8	A3	4
C15	18	$751	250(4.1L)/6	M3/M4C	2
	16	$844	250(4.1L)/6	A3	2
	16	$844	305(5.0L)/8	M3	2
	16	$844	305(5.0L)/8	A3	2
	15	$900	350(5.7L)/8	M3/M4C	4
	14	$984	350(5.7L)/8	A3	4
C25	15	$900	250(4.1L)/6	M3/M4C	2
	14	$984	250(4.1L)/6	A3	2
	14	$984	350(5.7L)/8	M3/M4C	4
	13	$1038	350(5.7L)/8	A3	4
	12	$1125	351(5.8L)/8	M4C	2
	13	$1038	351(5.8L)/8	A3	2

VANS

Manufacturer / Car Line	Fuel Economy: Estimated MPG	Fuel Economy: Average Annual Fuel Costs	Vehicle Description: Engine Description CID/Cyl Type	Vehicle Description: Transmission	Vehicle Description: Fuel Systems
CHEVROLET					
G10/G20	17	$794	250(4.1L)/6	M3	2
	16	$844	250(4.1L)/6	A3	2
	15	$900	305(5.0L)/8	M3	2
	16	$844	305(5.0L)/8	A3	2
	15	$900	350(5.7L)/8	M3	4
	14	$984	350(5.7L)/8	A3	4
	12	$1125	400(6.6L)/8	A3	4
DODGE					
B100/B200	16	$844	225/6	M4	1
	17	$794	225/6	A3	1
FORD					
	17	$794	300(4.9L)/6	M3	1
	18	$751	300(4.9L)/6	M4	1
	16	$844	300(4.9L)/6	A3	1
	14	$984	302(5.0L)/8	M3	2
	15	$900	302(5.0L)/8	M4	2
	14	$984	302(5.0L)/8	A3	2
	12	$1125	351(5.8L)/8	A3	2
	13	$1038	351(5.8L)/8	A3	2
	11	$1227	400(6.6L)/8	A3	2
GMC					
G15/G25	17	$794	250(4.1L)/6	M3	2
	16	$844	250(4.1L)/6	A3	2
	15	$900	305(5.0L)/8	M3	2
	16	$844	305(5.0L)/8	A3	2
	15	$900	350(5.7L)/8	M3	4
	14	$984	350(5.7L)/8	A3	4
	12	$1125	400(6.6L)/8	A3	4
PLYMOUTH					
PB100/PB200	16	$844	225/6	M4	1
	17	$794	225/6	A3	1

SPECIAL PURPOSE VEHICLES

Manufacturer / Car Line	Fuel Economy: Estimated MPG	Fuel Economy: Average Annual Fuel Costs	Vehicle Description: Engine Description CID/Cyl Type	Vehicle Description: Transmission	Vehicle Description: Fuel Systems
CHEVROLET					
C10 BLAZER 2WD	15	$900	250(4.1L)/6	M3	2
	14	$984	250(4.1L)/6	A3	2
	16	$844	305(5.0L)/8	M3	2
	16	$844	305(5.0L)/8	A3	2
	14	$984	350(5.7L)/8	M4C	4
	13	$1038	350(5.7L)/8	A3	4
DODGE					
AD100 RAMCHARGER 2WD	17	$794	225/6	A3	1
INTERNATIONAL HARVESTER					
SCOUT II 2WD	16	$844	196/4	M3	1
	15	$900	196/4	M4	1
	13	$1038	304/8	M3	2
	12	$1125	304/8	M4	2
	13	$1038	304/8	A3	2
	13	$1038	345/8	M3	4
	13	$1038	345/8	M4	4
	14	$984	345/8	A3	4
AMC					
EAGLE 4WD	16	$844	258/6	A3	2
FORD					
BRONCO 4WD	15	$900	300(4.9L)/6	M4C	1
	14	$984	302(5.0L)/8	M4C	2
	15	$900	302(5.0L)/8	A3	2
	12	$1125	351(5.8L)/8	M4C	2
	12	$1125	351(5.8L)/8	A3	2
INTERNATIONAL HARVESTER					
SCOUT II 4WD	16	$844	196/4	M3/M4C	1
	15	$900	196/4	M4	1
	13	$1038	304/8	M3/M4C	2
	12	$1125	304/8	M4	2
	12	$1125	304/8	A3	2
	13	$1038	345/8	M3/M4C	4
	13	$1038	345/8	M4	4
	13	$1038	345/8	A3	4
JEEP					
CHEROKEE/ WAGONEER 4WD	15	$900	258/6	M4	2
	15	$900	258/6	A3	2
	11	$1227	360/8	M4	2
	12	$1125	360/8	A3	2

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For Best Editorial

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VOLUME 137 NUMBER 5 MAY 1980

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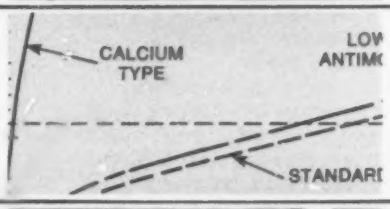

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facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	White†	Others	Total Trucks
Under 6,000 lbs.	Jan.-80	32,927	3,285	2,284	9,071	—	—	3,276	—	—	—	—	—	1,113	51,936
	12 Mos.-79	531,207	121,048	77,581	224,262	—	—	47,921	10,093	—	—	—	—	1,709	1,013,821
6,001-10,000 lbs.	Jan.-80	23,866	4,107	9,333	34,010	—	363	3,676	—	—	—	—	—	—	75,415
	12 Mos.-79	435,840	153,999	180,320	709,022	—	28,036	86,646	389	—	—	—	—	3	1,594,255
10,001-14,000 lbs.	Jan.-80	—	—	148	—	—	—	—	—	—	—	—	—	—	148
	12 Mos.-79	—	20	18,172	971	—	—	—	—	—	—	—	—	—	19,163
14,001-16,000 lbs.	Jan.-80	—	—	1	—	—	—	—	—	—	—	—	—	—	1
	12 Mos.-79	—	—	2,396	—	—	—	—	—	—	—	—	—	3	2,399
16,001-19,500 lbs.	Jan.-80	115	76	—	—	—	—	—	—	—	—	—	—	—	191
	12 Mos.-79	2,534	1,545	512	—	—	8	—	—	—	—	—	—	12	4,611
19,501-26,000 lbs.	Jan.-80	1,866	1,878	—	912	—	258	—	—	—	—	—	—	—	4,914
	12 Mos.-79	38,945	29,647	7,614	47,546	—	11,250	—	—	—	—	—	—	9	135,011
26,001-33,000 lbs.	Jan.-80	41	353	—	2,878	—	426	—	—	—	—	—	—	—	3,698
	12 Mos.-79	1,433	2,219	386	16,154	—	23,825	—	—	—	—	—	—	5	44,022
33,001 lbs. and over	Jan.-80	156	1,246	—	1,452	1,286	783	—	—	1,235	2,043	962	651	167	9,981
	12 Mos.-79	7,778	24,729	924	27,389	14,701	41,370	—	—	15,225	34,874	9,803	11,990	2,143	190,926
Total	Jan.-80	58,971	10,985	11,766	48,323	1,286	1,830	6,952	—	1,235	2,043	962	651	1,280	146,284
	Jan.-79	97,987	23,213	30,931	104,817	1,419	9,601	11,653	973	1,274	2,290	956	1,113	96	286,323
	12 Mos.-79	1,017,737	333,207	287,905	1,025,344	14,701	104,489	134,567	10,482	15,225	34,874	9,803	11,990	3,884	3,004,208
Trucks with Diesel Engines*	Jan.-80	2,050	2,154	—	2,210	1,286	1,123	—	—	1,235	2,043	962	651	175	13,889
	Jan.-79	2,175	2,430	—	3,233	1,419	4,597	—	—	1,274	2,290	956	1,113	96	19,583

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses.
†Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Volkswagen of America, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		5,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Jan.-80	1,898	—	34	41	77	2,050
	12 Mos.-79	24,084	—	2,923	1,143	2,646	30,796
Ford	Jan.-80	—	—	—	827	1,383	2,210
	12 Mos.-79	—	—	6,468	5,327	20,091	31,887
Freightliner	Jan.-80	—	—	—	—	1,286	1,286
	12 Mos.-79	—	—	—	—	14,701	14,701
GMC	Jan.-80	529	—	86	352	1,187	2,154
	12 Mos.-79	7,810	—	3,553	1,905	19,693	32,961
IHC	Jan.-80	—	15	43	284	781	1,123
	12 Mos.-79	—	653	1,459	14,742	34,898	51,752
Kenworth	Jan.-80	—	—	—	—	1,235	1,235
	12 Mos.-79	—	—	—	—	14,145	14,145
Mack	Jan.-80	—	—	—	—	2,043	2,043
	12 Mos.-79	—	—	—	—	29,486	29,486
Peterbilt	Jan.-80	—	—	—	—	962	962
	12 Mos.-79	—	—	—	—	8,932	8,932
Volkswagen	Jan.-80	8	—	—	—	—	8
	12 Mos.-79	—	—	—	—	—	—
White	Jan.-80	—	—	—	—	651	651
	12 Mos.-79	—	—	—	—	11,330	11,330
Others	Jan.-80	—	—	—	—	167	167
	12 Mos.-79	—	—	—	4	1,840	1,844
Total	Jan.-80	2,435	15	163	1,504	9,772	13,889
	12 Mos.-79	31,894	653	14,404	23,121	157,762	227,834
	Jan.-79	2,219	66	1,159	2,052	14,087	19,583
	12 mos.-78	34,751	840	12,229	22,597	149,498	219,915

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

1979 TRUCK TRAILER SHIPMENTS

Type of Trailer	January 1980	12 Months—1979 Units	12 Months—1979 Value*
Vans	7,731	138,484	1,578,081
Tanks	803	8,586	225,886
Bulk commodity and dry material	151	3,671	77,203
Pole and logging	113	1,543	14,943
Platform	2,079	33,822	266,432
Low-bed heavy haulers (over 10 tons)	489	6,699	102,603
Dump trailers and dump chassis	584	10,819	157,983
Dollies or converter gear	566	7,600	27,385
Auto transports	17	1,275	30,314
All other tractors and chassis	304	4,623	36,810
Total—Complete trailers and chassis	12,837	217,122	2,517,640
Detachable trailers†	644	9,154	75,053
Detachable trailers chassis†	1,430	14,700	73,599

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	February 1980	February 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	68,073	104,521	132,384	214,219
GMC	15,855	28,647	31,216	58,817
Chrysler	10,064	43,316	23,470	91,458
Ford	60,324	104,185	116,324	222,593
International	0	12,325	0	24,232
Jeep Corp.	10,380	13,624	20,132	27,484
AM General	588	1,400	1,523	2,918
Mack	2,487	3,100	5,074	6,065
Volkswagen of America	3,020	—	3,820	—
White	789	1,389	1,589	2,725
Others	3,360	3,600	6,960	7,560
Total—Trucks and Buses	174,940	316,107	342,492	658,091
Total—Passenger Cars	616,581	737,432	1,145,382	1,523,057
Total—Motor Vehicles	791,521	1,053,539	1,487,874	2,181,148

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Jan.-80	31	21	249	—	—	1,950	2,251
	12 Mos.-79	1,606	926	6,414	—	—	24,734	33,680
Chrysler	Jan.-80	—	—	—	—	—	—	—
	12 Mos.-79	—	912	—	—	—	96	1,008
Ford	Jan.-80	1,053	1,062	557	—	—	—	2,672
	12 Mos.-79	19,761	11,539	8,321	—	—	—	39,621
Freightliner	Jan.-80	113	859	314	—	—	—	1,286
	12 Mos.-79	1,334	9,624	3,743	—	—	—	14,701
GMC	Jan.-80	229	567	905	—	—	541	2,262
	12 Mos.-79	2,506	6,596	19,534	—	—	7,997	36,633
IHC	Jan.-80	91	450	264	318	—	28	1,151
	12 Mos.-79	2,637	27,584	9,794	17,593	—	950	58,558
Jeep Corp.	Jan.-80	—	—	—	—	—	189	189
	12 Mos.-79	—	—	—	—	—	288	288
Kenworth	Jan.-80	170	851	356	—	—	—	1,377
	12 Mos.-79	2,854	8,247	4,124	—	—	—	15,225
Mack	Jan.-80	6	234	33	—	2,078	54	2,403
	12 Mos.-79	333	2,767	541	—	30,661	572	34,874
Peterbilt	Jan.-80	6	762	236	—	—	—	1,004
	12 Mos.-79	2,464	4,967	2,372	—	—	—	9,803
Volkswagen	Jan.-80	—	—	—	—	—	8	8
	12 Mos.-79	—	—	—	—	—	—	—
White	Jan.-80	47	450	192	—	—	—	689
	12 Mos.-79	863	7,628	3,499	—	—	—	11,990
Others	Jan.-80	91	73	68	—	—	—	232
	12 Mos.-79	584	634	930	—	—	—	2,148
Totals	Jan.-80	1,837	5,349	3,174	318	2,078	2,770	15,524
	12 Mos.-79	34,942	81,424	59,272	17,593	30,661	34,637	258,529
	Jan.-79	3,393	7,094	5,083	1,586	2,470	2,367	21,993
	12 Mos.-78	33,586	80,078	48,394	12,916	30,865	38,009	243,848

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Perkins, Scandia.

NOTE

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TOP 100

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CCJ's exclusive listing of the country's biggest for-hire motor carriers as determined by gross operating revenue

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COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 6 JUNE 1980

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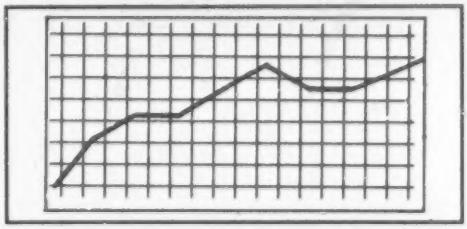

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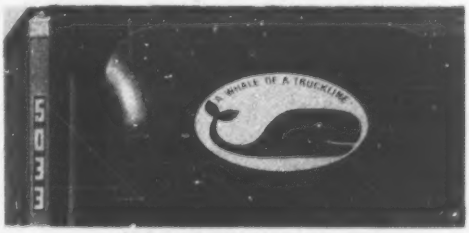

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Under 6,000 lbs.	Feb.-80	36,852	4,295	1,520	14,227	—	—	3,053	—	—	—	3,214	—	—	63,161
	2 Mos.-80	69,779	7,560	3,804	23,298	—	—	6,329	—	—	—	4,327	—	—	115,097
6,001-10,000 lbs.	Feb.-80	27,197	4,766	6,176	34,582	—	550	2,850	—	—	—	—	—	—	76,121
	2 Mos.-80	51,063	8,933	15,509	68,592	—	913	6,526	—	—	—	—	—	—	151,536
10,001-14,000 lbs.	Feb.-80	—	—	179	—	—	—	—	—	—	—	—	—	—	179
	2 Mos.-80	—	—	327	—	—	—	—	—	—	—	—	—	—	327
14,001-16,000 lbs.	Feb.-80	—	—	−9	—	—	—	—	—	—	—	—	—	—	−9
	2 Mos.-80	—	—	−8	—	—	—	—	—	—	—	—	—	—	−8
16,001-19,500 lbs.	Feb.-80	73	49	—	—	—	—	—	—	—	—	—	—	—	122
	2 Mos.-80	188	125	—	—	—	—	—	—	—	—	—	—	—	313
19,501-26,000 lbs.	Feb.-80	1,482	1,732	—	777	—	209	—	—	—	—	—	—	—	4,200
	2 Mos.-80	3,348	3,610	—	1,689	—	467	—	—	—	—	—	—	—	9,114
26,001-33,000 lbs.	Feb.-80	124	221	—	2,039	—	271	—	—	—	—	—	—	—	2,655
	2 Mos.-80	165	574	—	4,917	—	697	—	—	—	—	—	—	—	6,353
33,001 lbs. and over	Feb.-80	102	1,380	—	1,080	1,168	620	—	1,188	1,997	894	—	530	118	9,057
	2 Mos.-80	258	2,626	—	2,512	2,454	1,403	—	2,423	4,040	1,856	—	1,181	285	19,038
Total	Feb.-80	65,830	12,443	7,866	52,685	1,168	1,650	5,903	1,188	1,997	894	3,214	530	118	155,486
	2 Mos.-80	124,801	23,428	19,632	101,008	2,454	3,480	12,855	2,423	4,040	1,856	4,327	1,181	285	301,770
Trucks with Diesel Engines*	2 Mos.-79	193,640	45,852	60,424	198,476	2,693	18,663	23,317	2,533	4,508	1,841	—	2,519	2,397	556,863
	2 Mos.-80	6,211	4,901	—	4,462	2,454	1,975	—	2,423	4,040	1,856	1,794	1,181	285	31,582
	2 Mos.-79	4,571	4,938	—	6,122	2,633	9,328	—	2,533	4,508	1,841	—	2,519	289	39,342

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Feb.-80	3,975	—	24	124	38	4,161
	2 Mos.-80	5,873	—	58	165	115	6,211
Ford	Feb.-80	—	—	15	1,216	1,021	2,252
	2 Mos.-80	—	—	15	2,043	2,404	4,462
Freightliner	Feb.-80	—	—	—	—	1,168	1,168
	2 Mos.-80	—	—	—	—	2,454	2,454
GMC	Feb.-80	1,112	—	100	219	1,316	2,747
	2 Mos.-80	1,641	—	186	571	2,503	4,901
IHC	Feb.-80	—	15	45	172	620	852
	2 Mos.-80	—	30	88	456	1,401	1,975
Kenworth	Feb.-80	—	—	—	—	1,188	1,188
	2 Mos.-80	—	—	—	—	2,423	2,423
Mack	Feb.-80	—	—	—	—	1,997	1,997
	2 Mos.-80	—	—	—	—	4,040	4,040
Peterbilt	Feb.-80	—	—	—	—	894	894
	2 Mos.-80	—	—	—	—	1,856	1,856
Volkswagen	Feb.-80	1,786	—	—	—	—	1,786
	2 Mos.-80	1,794	—	—	—	—	1,794
White	Feb.-80	—	—	—	—	530	530
	2 Mos.-80	—	—	—	—	1,181	1,181
Others	Feb.-80	—	—	—	—	118	118
	2 Mos.-80	—	—	—	—	285	285
Total	Feb.-80	6,873	15	184	1,731	8,890	17,693
	2 Mos.-80	9,308	30	347	3,235	18,662	31,582
	Feb.-79	2,329	50	1,137	2,219	14,024	19,759
	2 mos.-79	4,548	116	2,296	4,271	28,111	39,342

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	February 1980	2 Months—1980 Units	2 Months—1980 Value[2]
Vans	7,081	14,743	186,426
Tanks	821	1,630	45,537
Bulk commodity and dry material	174	325	7,989
Pole and logging	119	232	2,508
Platform	2,327	4,406	36,349
Low-bed heavy haulers (over 10 tons)	594	1,096	18,536
Dump trailers and dump chassis	822	1,405	22,519
Dollies or converter gear	780	1,346	4,818
Auto transports	23	40	1,042
All other tractors and chassis	299	603	4,667
Total—Complete tractors and chassis	13,040	25,826	330,391
Detachable trailers[1]	551	1,195	11,664
Detachable trailers chassis[1]	1,116	2,539	2,539

Source: Industry Division, Bureau of the Census.
[1]Sold separately.
[2]Add 000.

TRUCK AND BUS PRODUCTION

Make	March 1980	March 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	48,100	120,138	180,484	334,357
GMC	14,038	33,893	45,254	92,710
Chrysler	13,469	43,977	36,939	135,435
Ford	67,144	127,227	183,468	349,820
International	0	13,962	0	38,194
Jeep Corp.	3,853	16,600	23,985	44,084
AM General	588	2,075	2,111	4,993
Mack	2,793	3,682	7,867	9,767
Volkswagen of America	2,878	—	6,698	—
White	570	1,150	2,159	3,875
Others	3,600	3,860	10,560	11,420
Total—Trucks and Buses	157,033	366,564	499,525	1,024,655
Total—Passenger Cars	638,350	888,250	1,783,732	2,411,307
Total—Motor Vehicles	795,383	1,254,814	2,283,257	3,435,962

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Feb.-80	130	2	154	—	—	4,071	4,357
	2 Mos.-80	161	23	403	—	—	6,021	6,508
Chrysler	Feb.-80	—	120	—	—	—	—	120
	2 Mos.-80	—	120	—	—	—	432	552
Ford	Feb.-80	1,515	614	628	—	—	—	2,757
	2 Mos.-80	2,568	1,676	1,185	—	—	—	5,429
Freightliner	Feb.-80	126	739	309	—	—	—	1,174
	2 Mos.-80	239	1,598	623	—	—	—	2,460
GMC	Feb.-80	295	578	854	—	—	1,118	2,846
	2 Mos.-80	524	1,166	1,759	—	—	1,659	5,108
IHC	Feb.-80	60	548	200	269	—	23	1,198
	2 Mos.-80	151	1,095	464	589	—	51	2,349
Kenworth	Feb.-80	340	716	267	—	—	—	1,323
	2 Mos.-80	510	1,567	623	—	—	—	2,700
Mack	Feb.-80	17	137	32	—	2,062	29	2,277
	2 Mos.-80	23	371	65	—	4,138	83	4,580
Peterbilt	Feb.-80	146	610	168	—	—	—	924
	2 Mos.-80	152	1,372	404	—	—	—	1,928
Volkswagen	Feb.-80	—	—	—	—	—	1,786	1,786
	2 Mos.-80	—	—	—	—	—	1,794	1,794
White	Feb.-80	39	387	148	—	—	—	574
	2 Mos.-80	36	837	340	—	—	—	1,263
Others	Feb.-80	86	57	48	—	—	—	191
	2 Mos.-80	177	130	116	—	—	—	423
Totals	Feb.-80	2,754	4,607	2,808	269	2,062	7,610	20,110
	2 Mos.-80	4,591	9,956	5,982	587	4,138	10,380	35,634
	Feb.-79	3,396	7,286	5,048	1,657	2,292	2,484	22,163
	2 Mos.-79	6,789	14,380	10,131	3,243	4,762	4,851	44,156

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis.

America's Top 100 Regulated Carriers

CCJ's exclusive listing of the country's biggest 100 for-hire motor carriers . . . as determined by gross operating revenue.

Plus Industry Trends & Statistics

CCJ's annual look at the trucking industry in 1979

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This section, plus Industry Trends and Statistics, is available as a 24-page booklet at $3.00. Write: Editor, Commercial Car Journal, Chilton Way, Radnor, Pa. 19089.

Top 100 Data Shows Profits Squeeze for Many Carriers

CCJ's annual look at the nation's largest 100 common carriers shows a profits drop of 20% even though gross revenues were up (see tables on pull-out). Now this year is a 10-year analysis of costs, equipment, maintenance, profits, etc. for the Top 100 starting on page 118.

By **DOROTHY DINUNZIO, BART RAWSON, PAUL REDDY, BILL TRACY** and **JIM WINSOR** of the CCJ editorial staff

■ A quick look at the Top 100 "bottom line"—the financial summary of the nation's biggest carriers shown in the lower boxes of the following tables—reveals what nearly everyone already knows: 1979 was a tough year for most regulated carriers.

While total operating revenues for the Top 100 leaders were up by 14.1%, expenses were up by 16.1% resulting in a drop of combined net profits of a whopping 20%.

For the first 50 alone, revenues were up by 16.5%, expenses up by 18.6% and the drop in net profit was 18.5%. The obvious footnote is that the 50 largest carriers did just a bit better than the group as a whole, although there were some substantial winners and losers among all sizes.

One factor influencing the rise in overall expenditures could very well be a sharp increase in the number of vehicles purchased in 1979 (see detailed 10-year analysis on page 118). This is particularly true in the case of trailers and straight trucks. One can only presume that many carriers were (1) buying to beat the price increases and (2) updating older and inefficient mid-range pick-up and delivery trucks.

Even more alarming, 11 of the first 50 and 10 of the second 50 showed operating ratios above the 100 level—a general but not always accurate indicator that these 21 carriers had no operating profit at all.

Fortunately or unfortunately as the case may be, operating ratios do not always jibe with the net income figures. For instance, Interstate (No. 15) reported an OR of 100.7 which would indicate a loss, yet actually made a substantial profit, presumably coming from sources other than strictly trucking. On the other hand, Branch Motor Express (No. 41) showed a loss in net income yet had an operating ratio of only 98.4.

A scanning of many company reports to stockholders reveals comments similar to this: "... the decline in tonnage seems to have been the single factor with the severest impact. This was greater on our truckload traffic than on the less-than-truckload segment."

Behind such remarks is the clear implication that more and more truckload traffic is either being siphoned off by private or contract carriers, or common carriers specializing in trailer load freight only. Those carriers who are strongly entrenched in LTL freight appear to be generally better off than those who rely more heavily on full trailer loads.

A number of established patterns from previous years' analysis continue (see totals at the end of the tables for specific figures):

- Average tire and tube costs continue to increase but at a slightly slower rate (12.9%).
- Miles operated with company-owned equipment was up 2.6% over 1978.
- Tons carried in trailer load freight was up nearly 2 million tons; LTL freight, by contrast, was down over 5 million tons. The pattern since 1977 has been increasing TL tonnage and decreasing LTL tonnage. As noted earlier, increasing trailer load freight does not necessarily mean increased profits.

For a look at overall trends of the Top 100 carriers for the past 10 years, see separate article on page 118.

A-P-A first in OR

On a more positive note, several of the companies came through the year with operating ratios in the '80s and low '90s and one—APA Transport (No. 92)—topped all of them with 79.7. Close behind were Overnite (No. 16) with 85.6, Matlack (No. 21) at 86.8, Willis Shaw (No. 100) at 87.7, C&H (No. 43) at 88.0 and Bowman (No. 37) at 89.8.

International Transport, Red Star, Georgia Highway Express and Refiners Transport all had OR's of 90 or a fraction more, proving that size alone is not the key to profitability. The top two ranking long-haul carriers—Roadway and Consolidated Freightways—showed ratios of 91.6 and 92.5 respectively, and fourth-ranking Ryder Truck Lines (No. 6 on the list) was close with 92.6.

Compared to the regulated industry as a whole, the "Top 100," as might be expected, came out ahead. According to a recent summary by American Trucking Associations, the total drop in net income for 1979 was 26.9%.

"These results," noted ATA president Bennett Whitlock, "indicate two very important facts about the trucking industry: first, that the cost of resources needed to run a trucking business are skyrocketing, increasing much faster than revenues and second, despite propaganda to the contrary, motor carrier profits are not excessive."

The report also noted that the average operating ratio for the industry as a whole worsened to 96.3 from 94.7.

Who makes up the Top 100

As readers have noted through the years, CCJ's report on the Top 100 carriers differs from most other published lists on two vital points: first, the statistics are based on annual rather than "sum of the quarterly" reports as submitted to the Interstate Commerce Commission. The annual data, compiled for CCJ by Trinc Transportation Con-

Continued

Index to the Top 100 as Ranked by Revenue

	1979	1978
A-P-A Transport	92	92
Aero Mayflower	28	31
Allied Van Lines	11	12
American Freight System	19	28
Anchor Motor Freight	18	16
Arkansas-Best	17	32
Associated Truck Lines	33	41
Atlas Van Lines	52	64
BN Transport	98	—
Bekins Van Lines	46	49
Bouteli Driveaway	99	97
Bowman Transportation	37	39
Branch Motor Express	41	40
Briggs Transportation	84	71
Brown Transport	55	66
C & H Transportation	43	45
C W Transport	60	62
Campbell "66"	79	82
Carolina Freight	20	18
Central Freight	34	33
Central Transport	50	50
Chemical Leaman	26	23
Coastal Tank	63	69
Commercial Carriers	62	53
Commercial Lovelace	57	61
Complete Auto Transit	45	36
Consolidated Freightways	4	4
Cooper-Jarrett	82	72
Delta Lines	39	38
Dohrn Transfer	75	78
ETMF Freight	14	15
Eazor Express	89	85
Frozen Food Express	76	87
Garrett Freightlines	40	35
Gateway Transportation	36	29
Georgia Highway Express	81	88
Gordons Transports	59	58
Graves Truck Lines	74	80
Global Van Lines	80	91
Groendyke	95	—
Hall's Motor Transit	22	52
Hemingway Transport	86	100
I M L Freight	32	24
Illinois-California	47	47
Internatl. Transport	51	57
Interstate Motor Frt.	15	14
Johnson Motor Lines	61	51
Jones Motor Co.	35	42
Jones Truck Lines	69	76
Lee Way Motor Freight	27	22
Ligon Spec. Haulers	78	94
Maislin Transport	72	79
Mason & Dixon	24	20
Matlack, Inc.	21	26
McLean Trucking	7	7
Merchants	70	77
Midwest Emery	53	60
Midwestern Distribution	87	89
Milne Truck	93	—
Motor Freight Express	73	75
Murphy Motor Freight	71	73
National Freight	85	96
No. American Van Lines	9	10
Nu-Car Carriers	88	93
Old Dominion	91	—
Overnite Transptn.	16	17
P-I-E	8	8
Pacific Motors	49	44
Pilot Freight	44	37
Preston Trucking	31	30
R-W Service	97	98
Red Ball	42	48
Red Star Express	77	83
Refiners Transptn.	94	90
Refrigerated Transport	54	54
Riss Transptn.	65	74
Roadway Express	2	2
Ruan Transport	90	84
Ryder Truck Lines	6	6
St. Johnsbury	56	55
Santa Fe Trail	68	67
Schneider Transport	38	43
Schwerman Trucking	58	56
Shaw, Willis	100	—
Signal Delivery	25	19
Smith's Transfer	12	13
Spector Freight	10	9
System 99	64	68
T.I.M.E.-DC	29	21
Thurston Motor	66	65
Transcon Lines	13	11
Tri-State Motor	48	59
United Parcel (IL)	1	1
United Parcel (NY)	3	3
United Transport	83	86
United Trucking	96	—
United Van Lines	23	27
Watkins Motor	67	81
Wilson Freight	30	28
Yellow Freight	5	5

sultants (a division of Dun & Bradstreet) are far more accurate and more inclusive than the quarterly figures.

Second, the CCJ tables include many carriers other than those handling only general commodity freight. Among them are seven household goods movers, six automobile carriers, six petroleum (or bulk) haulers, seven specific commodity carriers and five in the categories of retail delivery, heavy hauling, explosives and forest products. And topping them all are the two closely united divisions of giant United Parcel Service.

These 32 companies (many of them contract as well as common carriers) are just as much a part of the regulated industry as the general commodity group. If only the general commodities were listed, all would move up on the list and some, near the end, could advance by as many as 31 places.

Among the vocational groups, the top 10 general commodity carriers are easy to spot. In the order of operating renevues they are:

1. Roadway Express
2. Consolidated Freightways
3. Yellow Freight
4. Ryder Truck Lines
5. McLean Trucking
6. Pacific Intermountain Exp.
7. Spector Freight
8. Smith's Transfer
9. Transcon Lines
10. ETMF Freight System

Other groups are not as easy to find and are worth noting. The household movers line up as follows:

1. North American Van Lines
2. Allied Van Lines
3. United Van Lines
4. Aero Mayflower
5. Bekins Van Lines
6. Atlas Van Lines
7. Global Van Lines

It should be remembered that, while many of these movers appear to be struggling for profits, most are largely owned by local franchised outlets whose income is not reported separately and could be substantial.

The six automobile carriers among the top 100, all of them hurting from low automobile production in 1979, and more so in 1980, are:

1. Anchor Motor Freight
2. Complete Auto Transit
3. Commercial Carriers
4. United Transport
5. Nu-Car Carriers
6. Boutell Driveaway

Within the six petroleum (or bulk) haulers on the list there is a notable first-time switch in the top two:

1. Matlack, Inc.
2. Chemical Leaman
3. Coastal Tank Lines
4. Ruan Transport
5. Refiners Transport
6. Groendyke Transport

Although not directly comparable, the specific commodity carriers appear in this order:

1. Schneider Transport
2. C & H Transportation
3. Midwest Emery
4. Refrigerated Transport
5. Schwerman Trucking
6. Ligon Specialized Haulers
7. Frozen Food Express

The top-ranking very specialized group include:

Signal Delivery (No. 25), a contract carrier for Sears Roebuck; Tri-State Motor, an explosive and nuclear carrier (No. 48); International Transport, a heavy machinery hauler (No. 51); Midwestern Distribution, in forest products (No. 87), and Willis Shaw, specializing in retail frozen food delivery (No. 100).

There were six carriers on last year's list who failed to make this year's edition for various reasons. Among them: Werner Continental which merged into Hall's Motor Transit; Navajo which was acquired by Arkansas-Best; ONC which was purchased by McLean and Western Gillette which merged into Roadway. The other two were B & P Motor Express which curtailed much of its operations and Automobile Transport which entered bank-

Additional Data On The Top 100

To assure strict comparability, all data in the following tables have been extracted from official annual reports as submitted to the Interstate Commerce Commission by the carriers. Many of the carriers, however, operate substantial subsidiary companies or are themselves part of large corporations. Others have been involved with mergers or major acquisitions. The following footnotes reveal additional financial or corporate information. Numbers correspond to 1979 "rank" by Gross Operating Revenue.

1 & 3: United Parcel Service of Ohio based in St. Charles, IL and United Parcel of New York are both wholly-owned subsidiaries of United Parcel Service of America (Greenwhich, CT). These operating companies are closely affiliated and an application for merger is still pending with the ICC. As a result, certain operating data is not available. Their combined miles travelled in 1979 was 988,131,425, and their combined revenue was approximately $3.4 billion. On this consolidated revenue basis, UPS is clearly the nation's (and world's) largest privately-owned fleet.

2: Roadway Express remains the nation's No. 1 general commodity carrier. Figures now include acquisition of Western Gillette from March 23, 1979, and other smaller purchases.

4: Consolidated Freightways Corp. is a wholly-owned subsidiary of Consolidated Freightways, Inc., which also controls Freightliner Corp. (a truck manufacturer) and other enterprises. Total revenue of CF, Inc. in 1979 was $1.7 billion, up 24% from a year earlier, and net profit was $85.9 million, up 6%.

7: McLean Trucking acquired ONC Freight Systems in March, 1979. Company reports that this resulted in an increase in operating revenues, but a sharp drop in net income.

9: North American Van Lines and **Leeway Motor Freight** (No. 27) are wholly-owned by Pepsi Co., Inc.

18: Anchor Motor Freight is a contract carrier hauling new cars mostly for General Motors. It is a wholly-owned subsidiary of Leaseway Transportation Corp. (Cleveland, OH). Leaseway also owns several leasing companies, other carriers and related services. Parent company's total revenue in 1979 was $937 million, with $42.9 million in net earnings.

19: American Freight System moved up from No. 28 to No. 19 primarily as the result of the 1978 merger of All-American Transport Inc. (Sioux Falls, SD) and Terminal

1979's Top 100 Class 1 Carriers

Rank[1] '79	'78	Fleet	Type[2]	Financial Data (+000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(+000) Total Equip. Exp.
1	1	United Parcel Service, St. Charles, IL	CmGF	2321633	2205195	58178	24843	3785	11508	168313
2	2	Roadway Express, Akron, OH	CmGF	1098033	1006063	59629	1250	7351	14293	88042
3	3	United Parcel Service, New York, NY	CmGF	977967	954191	10391	9936	1598	4793	73241
4	4	Consolidated Freightways, Portland, OR	CmGF	849437	786132	42822	315	6206	16888	74495
5	5	Yellow Freight System, Kansas City, MO	CmGF	805304	773874	23124	657	6278	13693	81697
6	6	Ryder Truck Lines, Jacksonville, FL	CmGF	560700	519435	21522	838	2814	5982	28014
7	7	McLean Trucking, Winston-Salem, NC	CmGF	540144	544801	2470d	639	5160	9291	52489
8	8	Pacific Intermountain Express, Oakland, CA	CmGF	403037	378847	13543	389	2253	6775	25083
9	10	North American Van Lines, Fort Wayne, IN	CmHG	375596	356668	17845	2	34	5282	n/a
10	9	Spector Freight System, Chicago, IL	CmGF	316202	309197	1903	112	2586	5056	22394
11	12	Allied Van Lines, Broadview, IL	CmHG	268449	266279	859	0	0	614	n/a
12	13	Smith's Transfer, Staunton, VA	CmGF	253303	236713	7968	479	2628	4875	18735
13	11	Transcon Lines, Los Angeles, CA	CmGF	238303	233534	198	1824	4067	20074	282
14	15	ETMF Freight System, Dallas, TX	CmGF	235021	232741	3015	248	723	425	15337
15	14	Interstate Freight System, Grand Rapids, MI	CmGF	232933	234636	2417	112	1836	4066	15151
16	17	Overnite Transportation, Richmond, VA	CmGF	229456	196358	17207	504	2352	5092	19686
17	32	Arkansas-Best Freight System, Fort Smith, AR	CmGF	229096	235229	4438d	144	1824	4337	14083
18	16	Anchor Motor Freight, Cleveland, OH	CtMV	223768	215928	4714	0	2223	2381	19191
19	28	American Freight System, Sioux Falls, SD	CmGF	222539	230293	4907d	162	1946	4962	17232
20	18	Carolina Freight Carriers, Cherryville, NC	CmGF	215743	205921	4026	224	1829	3567	18081
21	25	Matlack Inc., Lansdowne, PA	CmLP	202762	176027	13425	15	1520	3310	18603
22	52	Halls Motor Transit, Mechanicsburg, PA	CmGF	199323	190493	5155	114	1541	3393	14887
23	27	United Van Lines, Fenton, MO	CmHG	199137	201119	442	0	0	72	n/a
24	20	Mason & Dixon Lines, Kingsport, TN	CmGF	184079	181053	1569	202	1304	2544	13624
25	19	Signal Delivery Service, Hinsdale, IL	CtRS	179327	167499	7518	488	1578	5584	12774
26	23	Chemical Leaman Tank Lines, Downingtown, PA	CmLP	173974	163446	3786	0	1320	2942	21206
27	22	Lee Way Motor Freight, Oklahoma City, OK	CmGF	171834	185964	7698d	208	1486	3986	14429
28	32	Aero Mayflower Transit, Indianapolis, IN	CmHG	169750	168059	2012	0	21	872	n/a
29	21	T.I.M.E.—D.C., Lubbock, TX	CmGF	169735	165105	1705	120	1283	2984	12621
30	26	Wilson Freight, Cincinnati, OH	CmGF	165123	171632	2730d	60	1191	2074	14991
31	30	Preston Trucking, Preston, MD	CmGF	160302	151923	6890	56	1367	1710	13530
32	24	I M L Freight, Salt Lake City, UT	CmGF	159098	161467	4610d	144	1027	2440	13496
33	41	Associated Truck Lines, Grand Rapids, MI	CmGF	155675	154518	2477	62	1293	3175	11076
34	33	Central Freight Lines Inc., Waco, TX	CmGF	154279	149916	4263	910	817	2752	11480
35	42	Jones Motor Co. Inc., Spring City, PA	CmGF	147565	145809	954	111	1034	2146	8506
36	29	Gateway Transportation, La Crosse, WI	CmGF	147387	155623	3660d	63	1262	2444	12027
37	39	Bowman Transportation, Atlanta, GA	CmGF	142911	128378	8136	234	1377	3041	14316
38	43	Schneider Transport Inc., Green Bay, WI	CmSC	142529	136626	4107	3	1638	2508	16299
39	38	Delta Lines Inc., Oakland, CA	CmGF	137177	134777	2899	547	1550	3215	9560
40	35	Garrett Freightlines, Pocatello, ID	CmGF	135862	129062	2741	436	966	2484	9199
41	40	Branch Motor Express, New York, NY	CmGF	135448	134693	368d	286	1237	2291	10603
42	46	Red Ball Motor Freight, Dallas, TX	CmGF	133592	131634	674	94	1298	2713	9115
43	45	C & H Transportation Co. Inc., Dallas, TX	CmSC	133006	117094	7517	11	288	2555	7024
44	37	Pilot Freight Carriers Inc., Winston-Salem, NC	CmGF	132167	129380	1206	71	988	2172	11030
45	36	Complete Auto Transit, Detroit, MI	CtMV	130559	125922	2393	0	1543	1551	19388
46	49	Bekins Van Lines, Hillside, IL	CmHG	116264	115737	1779	0	15	915	n/a
47	47	Illinois-California Express, Denver, CO	CmGF	108874	107743	364d	282	575	1970	8425
48	59	Tri-State Motor Transit, Joplin, MO	CmED	107262	100318	2982	14	245	2127	7232
49	44	Pacific Motor Trucking, San Francisco, CA	CmGF	105201	108321	3049d	607	986	2759	11277
50	50	Central Transport Inc., Sterling Hgts., MI	CmGF	105135	105409	899	0	0	0	299
		TOTAL TOP 50—1979		$15,101,939	$14,516,782	$340,796	47,816	88,243	216,683	$1,078,563
		TOTAL TOP 50—1978		12,957,711	12,228,864	403,933	42,654	79,404	182,998	907,888
		TOTAL TOP 50—1977		10,892,762	10,198,157	402,578	40,696	72,006	164,276	760,677

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
		Tons Carried[a]		No. of Shipments			Rented Vehicles							
Avg. No. Maint. Employs.	(+000) Tires & Tubes	TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers	Rail & Water Miles[a]	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[7]	Fleet
2970	17642	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	95.0	t23	UPS (IL)
1034	14968	3704	3905	258	11655	499198	1624	1	700	14.1	928	91.6	10	Roadway
1478	5421	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	97.6	t38	UPS (NY)
835	10686	1889	2780	164	7743	460515	193	2455	9969	16.2	1448	92.5	13	Consolidated
1095	10536	3344	2324	232	6545	405893	9639	21773	2328	15.1	1171	96.1	29	Yellow
451	5175	5183	1358	347	3260	183616	47237	70395	540	14.6	675	92.6	t14	Ryder
655	9033	2616	2005	186	6017	254852	2060	8594	1876	13.9	804	100.9	59	McLean
341	3836	4430	842	231	2508	155645	36558	30052	1153	14.9	632	94.0	19	P.I.E.
n/a	3693	n/a	2315	n/a	n/a	n/a	302284	0	0	6.2	813	95.0	t23	North American
406	2310	2633	1019	169	2401	130412	4146	38818	35	15.0	712	97.8	39	Spector
0	193	n/a	686	n/a	n/a	0	135822	0	0	4.9	954	99.2	149	Allied
361	3110	1535	1060	112	2703	124617	0	0	0	14.1	680	93.5	117	Smith's
282	3160	816	557	72	1303	139661	565	0	1363	16.5	1703	98.0	41	Transcon
246	2904	1270	648	85	1607	4120	25921	110874	736	14.8	1489	99.0	148	ETMF
179	2684	2799	664	175	1943	86922	27790	8656	0	14.9	530	100.7	58	Interstate
379	4061	2342	1332	160	3649	138956	0	20	0	11.6	438	85.6	2	Overnite
259	5290	1678	614	106	1485	106021	13455	21488	0	15.9	975	102.7	66	Arkansas-Best
354	6395	n/a	3168	n/a	n/a	122851	5043	10482	0	6.6	287	96.5	31	Anchor
287	2785	1053	1081	76	3246	79920	2635	22039	116	12.7	621	103.5	68	American Freight
329	2513	1522	798	103	1917	94282	6778	11354	1050	13.5	657	95.5	t26	Carolina
193	4231	n/a	11128	n/a	n/a	119532	26300	7567	0	11.6	160	86.8	3	Matlack
243	2900	2295	705	150	1676	54594	0	29483	38	13.4	400	95.6	t27	Hall's
0	117	n/a	497	n/a	n/a	0	101025	0	0	5.9	1189	101.1	60	United Van Lines
212	1522	1876	640	121	1388	72024	9931	12571	0	14.7	553	98.4	44	Mason & Dixon
255	2721	n/a	n/a	n/a	n/a	13714	0	65	0	7.4	332	93.4	16	Signal
449	4411	n/a	7889	n/a	n/a	83760	38824	0	0	13.5	210	93.9	18	Chemical Leaman
218	2636	750	498	51	1385	99037	0	0	80	15.6	1238	108.2	72	Lee Way
n/a	164	n/a	407	n/a	n/a	583	85168	0	0	5.1	1065	99.0	148	Aero Mayflower
210	1937	766	344	52	794	84161	14999	0	1768	14.8	1343	97.3	36	T.I.M.E.-DC
115	2050	1331	652	87	1687	62771	17279	0	20	14.7	594	103.9	69	Wilson
263	1608	1383	861	108	2112	47327	595	6481	0	12.0	292	94.8	t22	Preston
288	2027	561	413	37	1100	70111	5857	11490	808	15.5	1401	101.5	t61	I M L Freight
189	1618	1638	1009	117	2473	42416	137	14293	3	10.7	229	99.3	150	Associated Truck
218	2097	2184	1472	146	4497	38905	0	24749	0	9.6	166	97.2	35	Central Freight
170	1408	1588	570	98	1417	40614	3301	24304	10	14.4	455	98.9	47	Jones Motor
195	1655	1389	578	94	1341	45048	14934	11657	95	14.3	523	105.7	71	Gateway
296	2899	1519	515	96	1402	79557	6758	218	1734	13.5	592	89.8	6	Bowman
0	2459	n/a	n/a	n/a	n/a	128623	4681	0	0	12.8	547	95.9	28	Schneider
175	1081	426	933	31	2369	33806	1272	5670	1005	11.1	347	98.3	143	Delta Lines
149	1846	632	597	40	2121	54971	0	0	54	15.7	703	95.0	t23	Garrett
197	2325	945	709	65	1320	45962	2241	9023	0	13.0	450	99.4	51	Branch
167	1872	865	628	58	1789	53749	3381	4012	310	14.9	616	98.5	145	Red Ball
52	3579	n/a	1582	n/a	n/a	15906	96696	0	0	14.6	1037	88.0	5	C & H
263	2108	872	554	63	1483	75492	43	0	499	13.0	706	97.9	140	Pilot Freight
182	3643	n/a	2450	n/a	n/a	87747	4792	0	0	6.4	242	96.4	130	Complete Auto
n/a	732	n/a	n/a	n/a	n/a	0	5662	0	314	5.3	1176	98.5	145	Bekins
156	947	545	322	37	974	41590	8994	10183	96	15.3	1070	99.0	148	I.C.X.
95	1551	n/a	951	n/a	n/a	16127	82241	0	0	11.9	1235	93.5	117	Tri-State
249	1339	n/a	1977	n/a	n/a	28605	715	55	2870	10.0	188	103.0	67	Pacific Motor
0	0	2879	553	174	964	0	15908	33709	0	8.8	124	100.3	56	Central Transport

399	$175,878
388	152,892
324	136,020

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from ICC motor carrier annual reports for 1979. •—Operating revenue figure is derived from 1979 fourth quarter cumulative figures. Annual report was not available at closing time. '—'indicates not among Top 100 in 1978. [2]—**Cm**—common, **Ct**—contract, **GF**—general freight, **EB**—explosives and dangerous articles, **FP**—forest products, **HM**—household goods, **HME**—heavy machinery, **LP**—liquid petroleum products (including in most cases other bulk commodities), **MV**—motor vehicles, **RS**—retail store delivery, **SC**—specific commodity not otherwise grouped. [5]—"d" following data indicates net loss (deficit) after taxes. [6]—As of Dec. 31, 1979. [8]—Where only one figure appears, it represents total tonnage. [9]—Predominately piggyback. [7]—"t" following data indicates tie for that rank. n/a—indicates not applicable, as with •—indicates data not available.

Rank[1] '79	'78	Fleet	Type[2]	Financial Data (+000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(+000) Total Equip. Exp.
51	57	International Transport Inc., Rochester, MN	CmHM	104500	94919	4550	0	0	2017	3483
52	64	Atlas Van Lines Inc., Evansville, IN	CmHG	104015	101794	2210	7	4	85	n/a
53	60	Midwest Emery Freight System, Chicago, IL	CmSC	103911	101711	1227	3	8	115	1899
54	54	Refrigerated Transport Co., Forest Park, GA	CmSC	103434	98271	2122	4	188	828	6174
55	66	Brown Transport Corp., Atlanta, GA	CmGF	101525	93958	6503	176	629	1189	4883
56	55	St. Johnsbury Trucking, St. Johnsbury, VT	CmGF	101504	100057	1808	0	0	0	7879
57	61	Commercial Lovelace Motor Frt., Columbus, OH	CmGF	98307	1100352	3709d	97	1016	2494	8077
58	56	Schwerman Trucking Co., Milwaukee, WI	CmSC	98033	95699	386d	0	1375	2238	12473
59	58	Gordons Transports Inc., Memphis, TN	CmGF	97638	94546	651	60	914	1868	7067
60	62	C W Transport Inc., Wisconsin Rapids, WI	CmGF	94666	90222	2182	5	941	1935	8038
61	51	Johnson Motor Lines Inc., Charlotte, NC	CmGF	94578	96661	946d	325	807	1460	8250
62	53	Commercial Carriers Inc., Romulus, MI	CmMV	92726	91126	787	0	1111	1430	10484
63	69	Coastal Tank Lines Inc., Akron, OH	CmLP	91733	85568	2629	0	462	1081	7900
64	68	System 99, Oakland, CA	CmGF	87956	88289	202d	244	719	1554	6070
65	74	Riss International Corp., Kansas City, MO	CmGF	87320	81668	3831	414	8	0	1614
66	65	Thurston Motor Lines Inc., Charlotte, NC	CmGF	85902	85722	201	566	545	2523	7915
67	81	•Watkins Motor Lines Inc., Atlanta, GA	GmGF	82714	78065	2765	n/a	n/a	n/a	n/a
68	67	Santa Fe Trail Transportation, Wichita, KS	CmGF	80547	80610	262d	109	856	984	6637
69	76	Jones Truck Lines Inc., Springdale, AR	CmGF	79739	773395	2951	67	683	269	3509
70	77	Merchants Fast Motor Lines, Abilene, TX	CmGF	79639	73393	3432	0	0	0	4793
71	73	Murphy Motor Freight Lines, St. Paul, MN	CmGF	77511	76420	549	26	636	1720	4791
72	79	Maislin Transport of Del. La Salle, Que., CN	CmGF	77390	73099	1587	47	459	2338	5047
73	75	Motor Freight Express, York, PA	CmGF	75735	77038	935d	55	623	1379	5554
74	80	Graves Truck Line Inc., Salina, KS	CmGF	75048	72861	2629	269	721	1930	5841
75	78	Dohrn Transfer Co., Rock Island, IL	CmGF	74249	73740	487d	13	693	1517	6276
76	94	Ligon Specialized Haulers, Madisonville, KY	CmSC	71911	69609	1502	0	18	108	123
77	83	Red Star Express Lines, Auburn, NY	CmGF	69713	63368	5110	37	655	1136	5405
78	87	Frozen Food Express, Dallas, TX	CmSC	68154	65717	1251	0	0	720	2883
79	82	Campbell "66" Express, Springfield, MO	CmGF	67545	67298	361	55	738	1169	6653
80	91	Global Van Lines Inc., Anaheim, CA	CmHG	66839	65663	509	0	38	396	n/a
81	88	Georgia Highway Express, Atlanta, GA	CmGF	66732	60237	3638	117	468	985	3921
82	72	Cooper-Jarrett, Orange, NJ	CmGF	66333	69366	3887d	27	547	892	6771
83	86	United Transport Inc., Oklahoma City, OK	CmMV	65158	66104	917d	0	860	865	9620
84	71	Briggs Transportation, St. Paul, MN	CmGF	64872	66284	1786d	100	769	1807	4783
85	96	National Freight Inc., Vineland, NJ	CmGF	64455	63818	553	0	85	1123	5145
86	100	Hemingway Transport, New Bedford, MA	CmGF	64405	62231	1212	17	283	357	4272
87	89	Midwestern Distribution, Fort Scott, KS	CmFP	64285	61459	2038	0	0	866	1791
88	93	Nu-Car Carriers Inc., Bryn Mawr, PA	CmMV	61677	62989	2230d	691	0	826	7430
89	85	Eazor Express Inc., Pittsburgh, PA	CmGF	61182	61418	734d	63	536	390	4493
90	84	Ruan Transport, Des Monies, IA	CmLP	60930	59411	1018	0	381	888	5714
91	•	Old Dominion Freight Inc., High Point, NC	CmGF	60007	55317	1535	31	647	1171	5556
92	92	A-P-A Transport Corp., North Bergen, NJ	CmGF	59815	47689	5746	322	187	482	3091
93	•	Milne Truck Lines, Salt Lake City, UT	CmGF	59777	56673	1391	163	441	1125	3375
94	90	Refiners Transportation & Term., Oregon, OH	CmLP	59256	53532	3133	23	423	741	5432
95	•	Groendyke Transport Inc., Enid, OK	CmLP	56677	55644	550	0	405	531	7693
96	•	United Trucking Service, Taylor, MI	CmGF	56384	56409	124d	31	334	985	4857
97	98	R-W Service System, Taylor, MI	CmGF	56039	52951	2119	0	7	314	735
98	•	BN Transport Inc., St. Paul, MN	CmGF	54694	52016	64	52	515	940	2443
99	97	Boutell, F. J. Driveaway Co., Flint, MI	CmMV	54192	53778	1160d	0	612	718	7818
100	•	Willis Shaw Frozen Express, Elm Springs, AR	CmRS	53017	46519	3335	0	257	650	3251
		TOTAL TOP 100—1979		**$18,906,308**	**$18,191,466**	**$400,710**	**52,032**	**110,847**	**267,822**	**$1,336,472**
		TOTAL TOP 100—1978		**16,577,178**	**15,666,958**	**500,602**	**45,639**	**101,321**	**231,781**	**1,135,779**
		TOTAL TOP 100—1977		**14,031,286**	**13,184,659**	**487,532**	**43,635**	**93,728**	**213,565**	**955,755**

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
		Tons Carried[a]		No. of Shipments			Rented Vehicles							
Avg. No. Maint. Emplys.	(+000) Tires & Tubes	TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers	Rail & Water Miles[a]	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[r]	Fleet
0	2111	n/a	850	n/a	n/a	0	92930	0	0	13.3	1458	90.8	8	Internatl. Transport
0	115	n/a	273	n/a	n/a	150	52775	0	0	5.9	1147	97.9	140	Atlas Van
26	257	n/a	2617	n/a	n/a	0	6348	85	0	18.0	629	97.9	140	Midwest Emery
137	1246	n/a	1693	n/a	n/a	11432	80165	4991	93	16.2	947	95.0	t23	Refrigerated Trans.
89	762	1481	467	98	1216	25243	36055	0	0	13.7	431	92.6	114	Brown Transport
144	1246	335	665	27	2434	0	0	26200	0	8.3	217	98.6	146	St. Johnsbury
139	920	881	728	66	1837	32115	0	150	0	7.6	153	102.1	164	Commercial Lovelace
408	1512	n/a	9279	n/a	n/a	75809	6071	25	0	11.7	103	97.6	138	Schwerman
130	1271	761	371	52	832	50111	364	1004	136	14.7	671	96.8	133	Gordons Transports
182	769	1323	427	87	746	34394	0	0	396	15.3	364	95.3	25	C W Transport
154	1154	793	293	54	800	43851	12699	11267	0	11.6	724	102.2	165	Johnson Motor
148	1834	0	2531	210	0	42896	0	12143	0	6.0	131	98.3	143	Commercial Carriers
128	1733	n/a	7133	n/a	n/a	39707	14233	9923	0	10.3	92	93.3	15	Coastal
95	1191	953	445	25	1427	23029	1636	5816	4	15.5	592	100.4	157	System 99
0	672	1372	74	84	78	0	67753	0	1442	11.6	554	93.5	117	Riss
193	1731	1115	419	72	1265	44334	7431	0	0	13.5	455	99.8	53	Thurston
n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	94.4	20	Watkins
15	880	500	210	34	466	13773	66	13	24050	10.9	579	100.1	55	Santa Fe
76	747	835	407	56	1086	27876	7249	0	197	14.6	417	92.0	11	Jones Truck
76	1288	587	726	42	2160	0	341	33491	0	11.7	302	92.2	112	Merchants
85	809	553	443	43	1138	29541	571	1256	52	12.6	396	98.6	146	Murphy Motor
72	1252	1203	301	72	725	29335	0	511	0	10.9	217	95.5	126	Maislin
92	760	895	352	56	796	11069	620	16802	3	15.0	342	101.7	62	Motor Freight
94	890	598	506	43	1509	23750	8031	0	0	9.2	265	97.1	34	Graves
118	1010	568	415	43	832	32445	1	0	0	12.3	405	99.3	150	Dohrn
0	0	n/a	1833	n/a	n/a	0	54764	0	0	19.5	582	96.8	133	Ligon
108	871	380	406	29	1074	13831	175	0	0	16.7	198	90.9	9	Red Star
0	310	n/a	930	n/a	n/a	0	50047	0	0	n/a	n/a	96.4	130	Frozen Food
115	1233	452	309	34	666	33984	1	4	0	13.9	622	99.6	52	Campbell "66"
n/a	133	n/a	170	n/a	n/a	0	33991	0	0	4.4	875	98.2	142	Global Van
65	715	656	498	45	1444	12418	9497	0	9043	8.8	264	90.3	17	Georgia Highway
82	1028	410	262	30	567	29496	0	0	262	13.2	578	104.6	70	Cooper-Jarrett
155	1569	n/a	1646	n/a	n/a	49674	219	0	0	7.9	239	101.5	t61	United Transport
93	639	394	418	32	1037	21558	0	0	0	12.3	326	102.2	165	Briggs
130	465	1444	94	114	36	2249	41794	12751	0	10.3	379	99.0	148	National Freight
58	724	471	333	33	834	16795	1763	2331	0	10.7	278	96.6	32	Hemingway
0	1274	1248	0	63	0	0	90198	0	0	12.5	902	95.6	t27	Midwestern Dist.
101	2285	n/a	n/a	n/a	n/a	25926	0	8563	0	6.6	155	102.1	164	Nu-Car
65	683	781	195	48	469	18656	1853	13163	0	17.0	586	100.4	157	Eazor
111	831	n/a	7541	n/a	n/a	35035	0	16533	0	12.3	84	97.5	37	Ruan
103	1601	1009	274	59	568	31942	9853	206	0	9.0	294	92.2	t12	Old Dominion
52	378	93	368	9	1308	5761	0	0	0	11.4	142	79.7	1	A-P-A
74	600	342	304	22	1052	15194	2515	0	1603	16.4	490	94.8	t22	Milne
79	1244	n/a	7576	n/a	n/a	30437	6292	0	0	13.5	65	90.3	17	Refiners
116	1690	n/a	4213	n/a	n/a	32006	3395	23645	0	13.1	184	98.2	142	Groendyke
64	1164	1503	125	88	151	16797	0	13844	0	14.2	267	100.0	54	United Trucking
14	302	1856	246	103	43	0	5595	28009	0	14.7	281	94.5	21	R-W Service
40	424	351	142	21	353	9582	7443	0	7010	9.0	512	95.1	24	BN Transport
85	1055	918	0	88	0	38918	47	4147	0	5.2	247	99.2	149	Boutell
47	740	n/a	639	n/a	n/a	24688	35226	0	0	16.3	1528	87.7	4	Shaw, Willis

253 $223,966
256 198,356
225 175,511

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from ICC motor carrier annual reports for 1979. •—Operating revenue figure is derived from 1979 fourth quarter cumulative figures. Annual report was not available at closing time. [t]—"t" indicates not among Top 100 in 1978. [a]—**Ca**—common, **Ct**—contract, **GF**—general freight, **EB**—explosives and dangerous articles, **FP**—forest products, **HH**—household goods, **HM**—heavy machinery, **LP**—liquid petroleum products (including in most cases other bulk commodities), **MV**—motor vehicles, **RS**—retail store delivery, **SC**—specific commodity not otherwise grouped. [r]—"r" following data indicates net loss (deficit) after taxes. [s]—As of Dec. 31, 1979. [t]—Where only one figure appears, it represents total tonnage. [p]—Predominately piggyback. [r]—"r" following data indicates tie for that rank. **a/a**—indicates not applicable. **na** with •—indicates data not available.

ruptcy on April 1, 1980.

This made room for six newcomers on the list:

Old Dominion Freight
Milne Truck Lines
Groendyke Trucking Service
United Trucking Service
BN Transport
Willis Shaw Frozen Express

As always, there were those who made spectacular gains in relative position. Roadway and McLean are so well entrenched that their already-mentioned acquisitions made no change in their ranking. But Arkansas-Best which acquired Navajo moved up from No. 32 to No. 17; Halls which merged Werner Continental moved from No. 52 to No. 22; Watkins jumped from No. 81 to No. 67; Global jumped from 91 to 80 and Hemingway, through recent reorganization, gained 17 places from No. 100 to No. 86.

There were no quantum leaps downward except for those who were absorbed or abandoned some operations.

Of interest are the five companies which missed being on the list by a "shin plaster." None have been on before. They are:

Midwest Coast Transport
Ace-Doran Hauling & Rigging
Dallas & Mavis Forwarding
Homes Transportation
Holland Motor Express

Always a mystery to some is the substantial number of carriers who show relatively few "owned vehicles" or, in some cases, none at all. The answer is quite simple. Either they rely heavily on owner operators for power equipment as is the case with most household movers and some others (see "rented vehicles with drivers" column). Or, they lease their equipment, more often than not, from a subsidiary company as does St. Johnsbury Trucking (see "rented vehicles without drivers).

The Private Fleets

It is important to remember that CCJ's top 100 list includes only *regulated carriers*. In addition there are hundreds of very large fleets belonging to private truck operators. Many of them would place high on the top 100 list if it were possible to make direct comparisons. But since they do not generate revenue and do not report to the ICC, such comparisons cannot be made.

Periodically CCJ publishes statistics on *some* of them who volunteer the necessary information. The latest summary of 82 such non-regulated fleets appeared on pages 150 to 154 of CCJ's June 1979 issue. Included was a breakdown of the more than 417,000 vehicles in the U.S. Government fleets and several lists by vocational categories, such as food, petroleum, leasing and public utilities.

In all, there are approximately five times as many private fleets as regulated carriers. Collectively they carry more tonnage, even inter-city, than the common carriers. When their local deliveries and services are added, their proportionate role skyrockets enormously.

It is unfortunate that these private fleets cannot be included in their right places among the Top 100. Even so, this annual list of the largest regulated carriers is an important window on the status of the industry as a whole.

Importantly it is a measure of where the industry *has been*, rather than where it *is going*. In recent years it has shown continuing overall gains. But the narrow margins of gain in 1979 over 1978 reflect the early stages of recession which marked the last half of 1979.

It is probable that the 1980 figures will reflect some actual downturns in revenue as well as profit, influenced not only by recession and inflation, but also by the effect of coming stages of deregulation.

CCJ is not blind to these factors. Yet for almost 70 years, we have followed closely the remarkable resilience of the trucking industry in good times and bad. Industry growth and profitability are tied closely to the nation's growth of gross national product. □ □ □

Transport (Atlanta, GA).

21: Matlack, Inc. is now the nation's No. 1 bulk commodity hauler. Its subsidiary, CF Tank Lines, was merged in January, 1979. Matlack is owned by RLC Corp., which also owns Rollins Truck Leasing.

22: Hall's Motor Transit moved up on the list from No. 52 in 1978, primarily as the result of consolidation with its subsidiary, Werner Continental, which was No. 63 on last year's list. In January, 1980, Hall's was purchased by Tiger International (Los Angeles), parent company of Flying Tiger air system. It is expected that Hall's will continue operations as a subsidiary.

23: United Van Lines is primarily owned by 134 independent "agent" companies.

25: Signal Delivery Service is a contract carrier servicing principally Sears Roebuck & Co. and Whirlpool Corp. It is 80% owned by Leaseway Transportation Corp. (see note 18 above) and 20% by Sears Roebuck and Co.

35: Jones Motor Co. is a wholly-owned subsidiary of Alleghany Corp. (New York). Figures include Jones' special commodities division.

36: Gateway Transportation has announced agreement in principal to sell to Maislin Industries, Ltd. of Canada. Transaction was still pending at the end of 1979. (See note 72 below.)

39: Delta Lines is a subsidiary of Delta California Industries, which also controls California Motor Express.

45: Complete Auto Transit is a new car carrier hauling principally for General Motors. It is wholly-owned by Ryder System, Inc. (Miami), which is primarily involved in truck leasing and rental.

49: Pacific Motor Trucking is owned by Southern Pacific Railroad.

60: CW Transport, a heavy hauler, is now a wholly-owned subsidiary of Gerber Products Co. (Fremont, MI).

68: Santa Fe Trail Transportation is owned by Santa Fe Industries whose principal business is the Atchison, Topeka and Santa Fe Railroad Co.

72: Maislin Transport of Delaware is a wholly-owned subsidiary of Maislin Industries, Ltd. of Canada, which also owns Maislin Transport, Ltd., a Canadian carrier, and other operations. Combined revenues would put total Maislin enterprises considerably higher on the list.

94: Refiners Transportation and Terminal Co. is wholly-owned by Leaseway Transportation Corp. (See note No. 18 above.)

Ten Years Of Top 100

The CCJ Top 100 has always been a "hands on the wheel and eyes on the road ahead" special—with a sometimes glimpse into the rearview mirrors. Entering a new decade, we stop for an analytical look at what's happened in the last 10 years.

The trends

- More vehicles in service driven more miles being maintained by fewer mechanics.
- Big companies getting bigger at smaller companies' expense.
- Gross operating revenues rising at an annual average rate of 13.1%.
- Equipment maintenance costs per mile operated increasing about 1.8% annually.
- Average load tonnage remains stable.
- Average mileage per haul decreases.
- Annual average miles per vehicle increasing by about 1.8%.

These are some trends culled from an exhaustive analysis of information published over the last 10 years of CCJ's Top 100 Class 1 motor carriers. This bellwether sampling does not represent all of the industry, but it does reveal certain vital signs, especially those that can be used to gage and predict future health.

Overall, the 1970s were good for trucking. Net income and gross revenues both increased at a rate that bettered inflation. While operating expenses also increased dramatically, the increase on average was less than the increase in gross revenue. Numbers of vehicles operated increased, total tonnage hauled increased and the operating ratio for all Top 100 companies during the period was a respectable 95.0. Only one year was bad.

The wretched year was 1975. Everything plummeted. Net income decreased almost 20%; tons hauled and numbers of shipments both fell 10%; the number of maintenance employees working declined by about 30%. Fortunately, conditions have steadily improved since then.

The one vexing tendency in the decade is the move to fewer mechanics maintaining more vehicles

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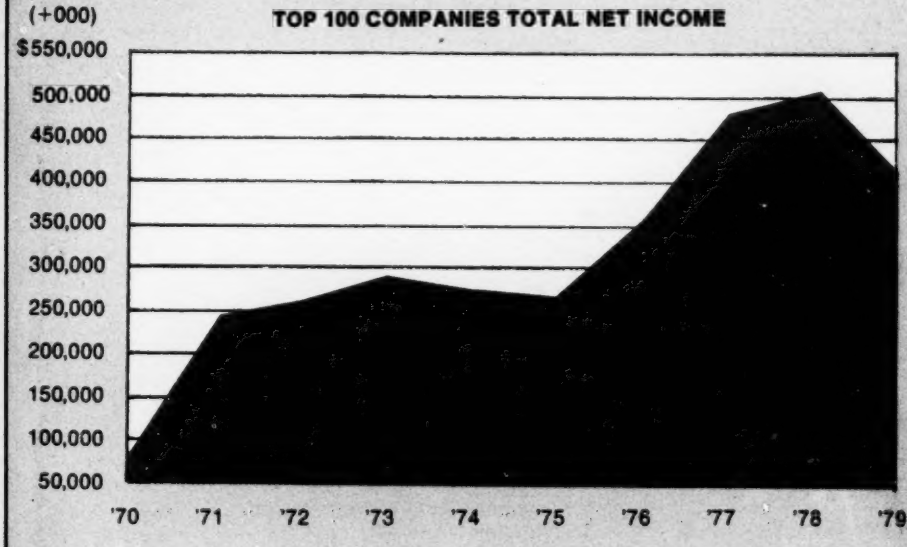
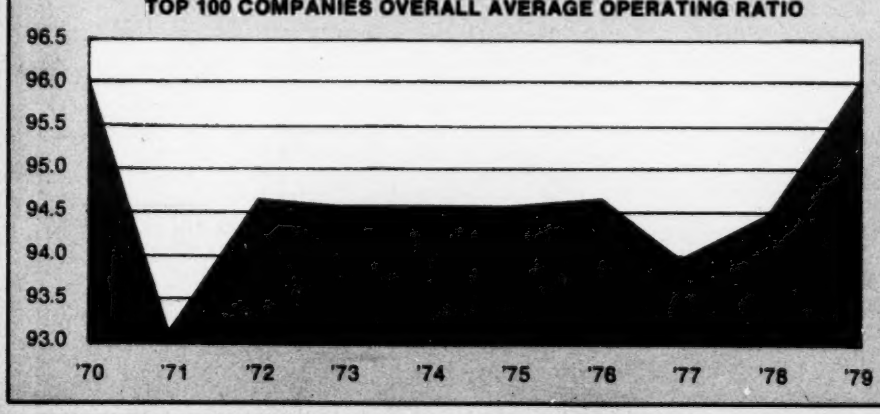
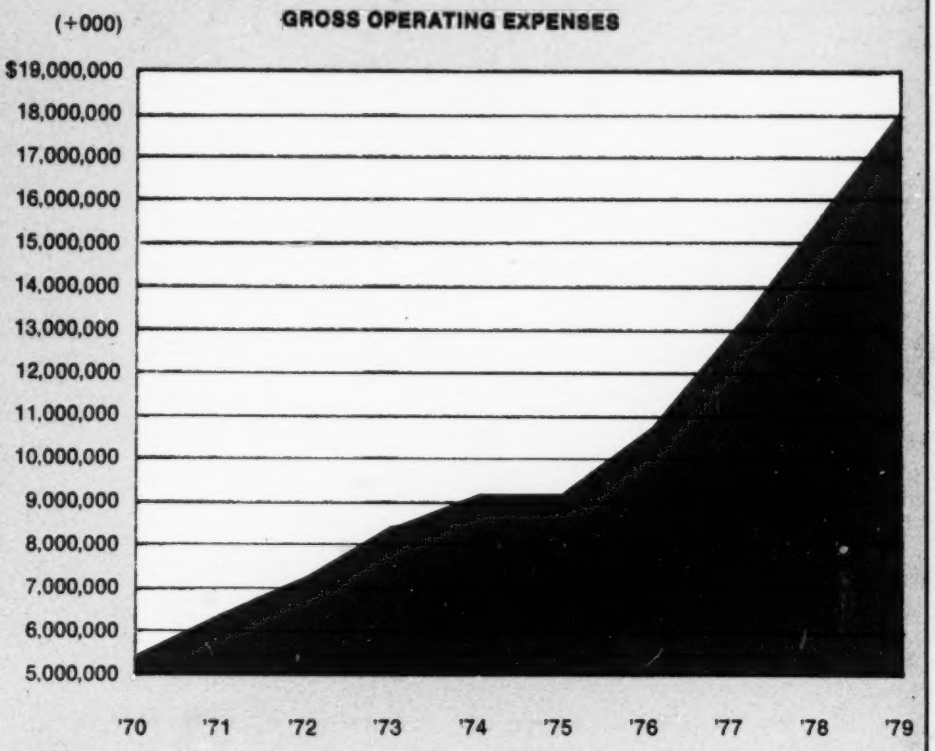


Net Income: The graph at left shows an almost sixfold increase in total net income for the "Top 100" companies through 1978. The 20% decline to 400,710,000 in 1979 from 1978's record 500,602,000 radically changes the upward trend begun in 1975. The 1979 falloff in profit is substantial, but when balanced against the biggest ever capital expenditures for additional rolling stock, it is understandable. Average gain from one year to the next was 39%. However, the variance was wide. The 1971 increase over 1970, admittedly a depressed year, was unprecedented for the period—282%. And 1975 and 1979 represent the swings in the other direction at −19% and −20% respectively. **Note:** comparisons made before and after 1974 are dubious because ICC reporting procedures for the categories comprising operating expenses were changed in that year.

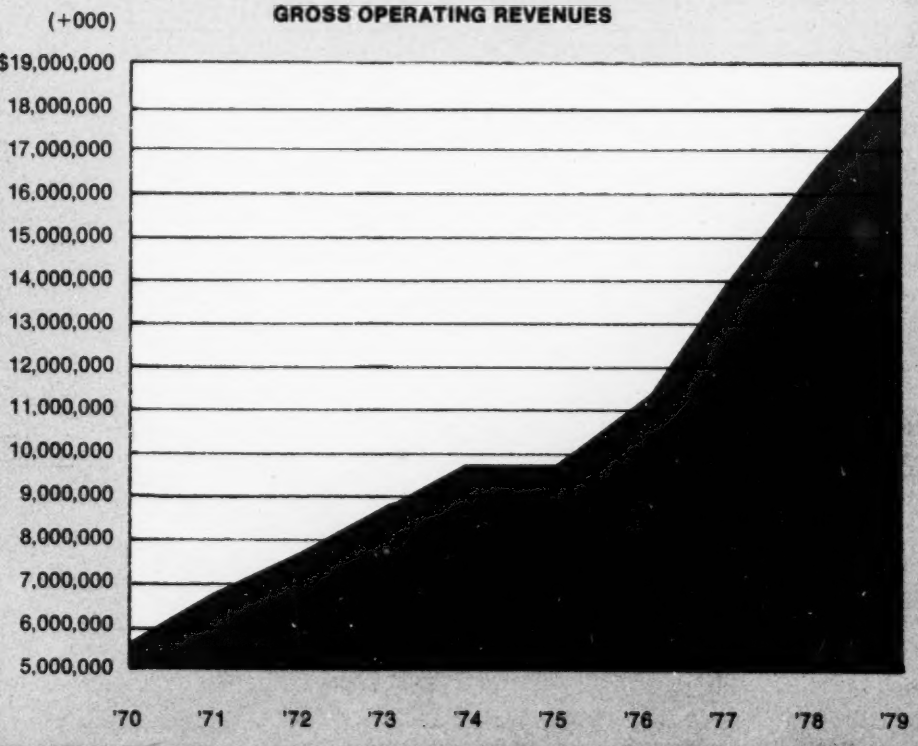


Average Operating Ratio: For most of the decade, the average operating ratio for the "Top 100" companies was uncannily consistent. From 1972 through 1978 it never deviated more than ½%. However the 1979 leap to a new high of 96.2 is an extreme matched only by the 1971 drop to 93.2 from 'off year' 1970's 96.1. The 1979 figure must be tempered by consideration of the acquisition of considerable amounts of rolling stock and the ensuing expenditures brought about by those acquisitions.

Gross Operating Expenses: Over the decade operating expenses increased overall more than threefold for the "Top 100" companies. Expenses in 1970 amounted to $5,505,359,000 compared to 1979's $18,191,466,000. The chart at right indicates the climb was steady and steep. Because of the 1974 ICC changes in expense reporting categories, pre and post 1974 comparisons are chancy. But expenses, as the chart shows, levelled off in the 1975-75 period, but that was most likely due to recession. The trend seems now toward decreasing expenses. The largest yearly increase came in 1977 when expenses ballooned upwards by 21.6%. Since then the trend has been downward, yet the rates of increase are still hefty at 18.8% in 1978 and 16.1% in 1979.



Gross Operating Revenues: The graph at right shows a definite growth trend. Revenues for the "Top 100" companies increased 330% through the decade. The average yearly growth rate works out to 14.3%. The only lapse, the 1974-75 period, is attributable to that period's general recession. Not surprisingly, the expense curve parallels the gross revenue curve very tightly. The difference between the two rarely exceeds 1% in any year. And in the seventies, only the end years defy that generalization. Revenues exceeded expenses by 3.7% in 1971 and by 2.1% in 1979. For the 1977 through 1979 period, the growth trend declines even in the face of an 18.2% yearly average increase for that period. The 1977 gain over 1976 was 22.6%, 1978 over 1977 was 18.1% and 1979 over 1978 was 14%.



being operated more miles. The assumption is that maintenance shop productivity is up. But that is questionable.

For example, the Bureau of Motor Carrier Safety reports an ever increasing number of vehicles being placed out of service for defects, an indication maintenance is being neglected.

Big motor carriers are getting bigger. In 1970, the top 10 commanded 33.9% of the combined gross operating revenues of the Top 100 companies. By 1978, that percentage was up to 41.8. To further illustrate how the top 10 put a gap between themselves and the competition, they also picked up almost 10% over the top 50 companies. And in 1978, the 10 top companies pushed over the halfway mark, taking nearly 54% of the combined gross operating revenues of the top 50 companies that year.

But the big-getting-bigger phenomenon doesn't end with the top 10. The top 20 companies also gained ground. In 1970, they took a 48% share of the Top 100 gross operating revenues. By 1978, that share had increased to 54%. Within the top 50 common carriers, these top 20 took almost three-quarters of the combined gross operating revenues. The top 20, in 1970, had a 64% share of the top 50 gross operating revenues, and, in 1978, that figure was up to 69%.

The number of vehicles assigned to any one mechanic has nearly doubled in the last 10 years. Working with averages taken from Top 100 data, each mechanic, in 1970, was responsible for maintenance of 1.02 straight trucks, 3.75 tractors and 9.8 trailers. That's a combined total of 14.59 vehicles per mechanic. By 1978, one mechanic was responsible for a combined total of 20.22 vehicles, broken down to 1.14 straight trucks, 5.9 tractors and 13.16 trailers.

At the core of all these numbers is one major conclusion: a 68% increase in productivity. The major question is whether the quality of maintenance has remained intact. Bureau of Motor Carrier Safety statistics indicate it hasn't.

Gerald Davis of BMCS claims that for the years 1975 through 1978, the number of vehicles put out of service because of mechanical defects increased 3% annually. Additionally, he says that nearly 40% of all property-carrying vehicles stopped for roadside inspections in 1978 carried one or more defect which caused them to be put out of service. Obviously, comparing Top 100 equipment to *all* trucks on the highway being stopped for BMCS inspections, much of it operated by owner operators, cannot yield totally valid conclusions. But the trend is sufficiently strong enough to warrant concern.

For each maintenance employee employed by Top 100 companies in 1971—the initial year in which number of maintenance employees was reported—owned vehicles operated 205,575 miles. By 1978 that figure had ballooned to 322,015 miles. In the category of vehicles rented without drivers (this excludes owner operators, many of whom perform their own maintenance), the gain was also substantial. It jumped to 356,677 in 1978 from 302,969 in 1971. Again, this indicates a maintenance shop productivity gain. But below the surface, when other data is factored in, it points in the direction of neglected maintenance.

In addition to Bureau of Motor Carrier Safety statistics, Davis reports that of the 34,830 accidents

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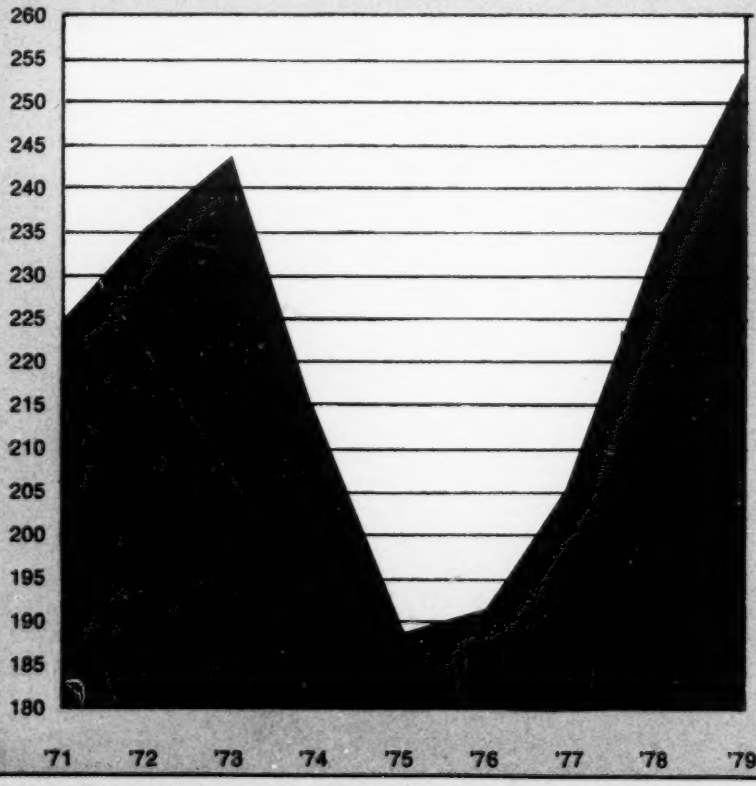
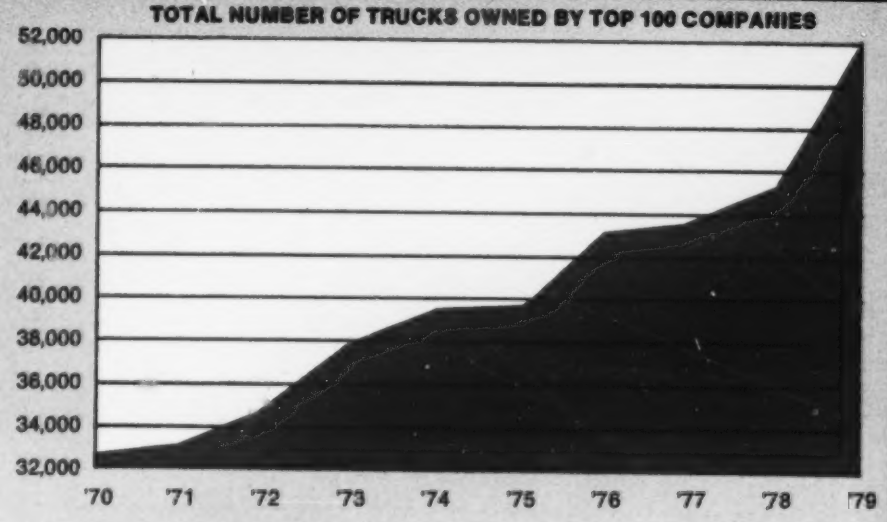
AVERAGE NUMBER OF MAINTENANCE EMPLOYEES PER TOP 100 COMPANY



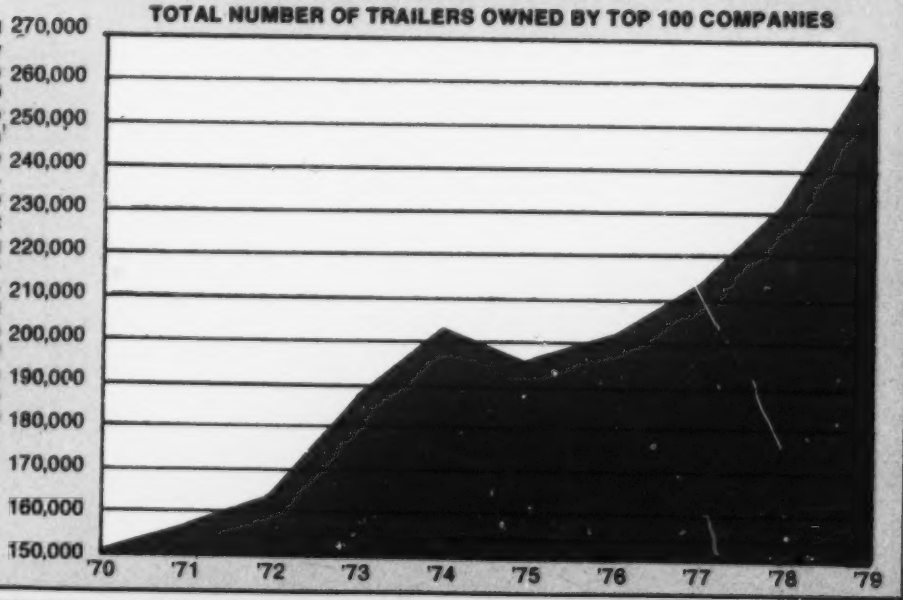
Maintenance Employees: The trend in number of maintenance employees per company is upward, but 1979 is the first year that exceeded the decade's previous high point, 1973. The 1974-75 general recession took its toll on maintenance employees as the graph on the left illustrates. The "Top 100" companies furloughed large numbers of mechanics during that recession, and have been slow to replenish the ranks. The decade's high point, 1979, when measured against 1975, the low point, yields a 35% difference in average number of maintenance employees per company. That is significant—until compared with increases in owned equipment. (See next page.)

Owned Trucks: The graph at right shows that the trend toward more trucks continued unabated through the seventies. The total number of trucks owned through the decade increased by 59%; up to 52,032 in 1979 from 1970's 32,663. The years 1975 and 1977 showed mild levelling off, but in every other year truck ownership increased by from 3% to 8%. The corker was 1979. Owned trucks increased by a colossal 14%. The previous high year was 1973 which bettered 1972 by 8.5%. With the 1980 recession now coming into focus, this trend seems a clear repeat of the 1973 through 1975 experience; i.e., in the year preceeding a recession, companies purchase a lot of equipment.



Owned Tractors: "Top 100" companies owned 75% more tractors in 1979 than in 1970. And the yearly average increase for the decade works out to 6.3%. The second largest single year increase occurred in 1979 with a 9.4% jump over 1978. In 1973, the decade's high year, 15% more tractors were owned than in the previous year. Tractor ownership grew an abnormally high 22.4% through the 1977-79 period.

Owned Trailers: The phenomenal jump in owned trailers indicated by the almost perpendicular line from 1978 to '79 translates into 36,000 additional trailers owned by the "Top 100" companies. That is an unprecedented one-year increase of 15.5%. The average yearly increase for the decade prior to '79 was only 5.5%. The other deviant year, in what is now a repeating pattern for all equipment ownership, was 1973. In that pre-recession year, owned trailers increased by 13.9%. Total change over the decade was 78%. The number of owned trailers was up to 267,822 in 1979 from 150,157 in 1970. The only decrease in the decade came in 1975, the general recession year.



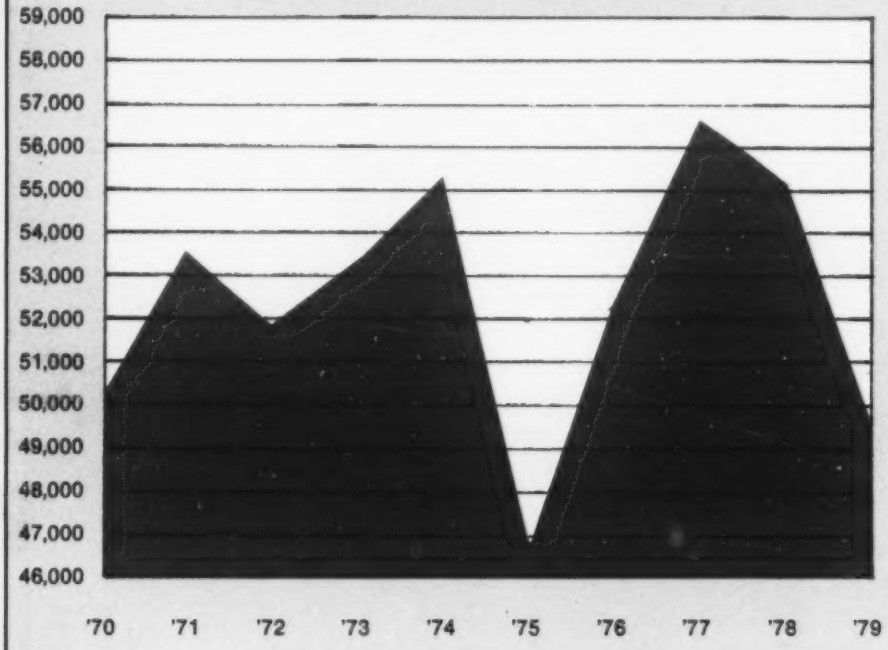
reported in 1978, carriers themselves said mechanical defects were present in 1597 of their vehicles. The most common defects, according to Davis, are brakes, tires, steering assemblies, wheels and suspensions—the very foundation of vehicle maintenance. And despite inflation that nearly doubled the cost of living over the decade, the average equipment maintenance expense per mile rose only 20%. Toss in added facts showing that mechanics are maintaining almost twice the amount of operating equipment, and that average miles per vehicle traveled is up, the case for a decline in maintenance is impressive.

Three hundred twenty two thousand miles per year, per mechanic, is overwhelming. It strains credibility. A truck averaging 50 mph for every hour of the year would cover 438,000 miles, were it possible. It is unlikely that the 322,000 mile truck has any time for maintenance.

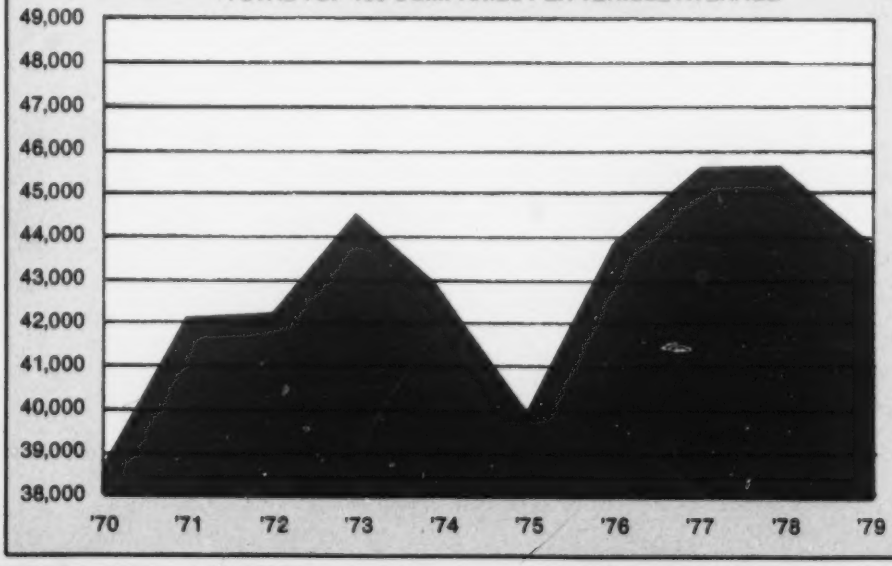
The average haul for a Top 100 carrier in 1970 was 547.12 miles. By 1978, it had dropped to 532.64 miles. The average figure for the decade is 547.88. Assuming the past 10 years were "growth" years, that figure could be used as an index for the future.

While change is usually the big news, in this instance no change is news. Average loads ranged from a low of 11.66 tons in 1971 to a high of 13.36 tons in 1973. The overall average through 1978 is 12.35 tons. □□□

YEARLY AVERAGE MILES PER VEHICLE
TOP 10% OF TOP 100 COMPANIES PER VEHICLE AVERAGE

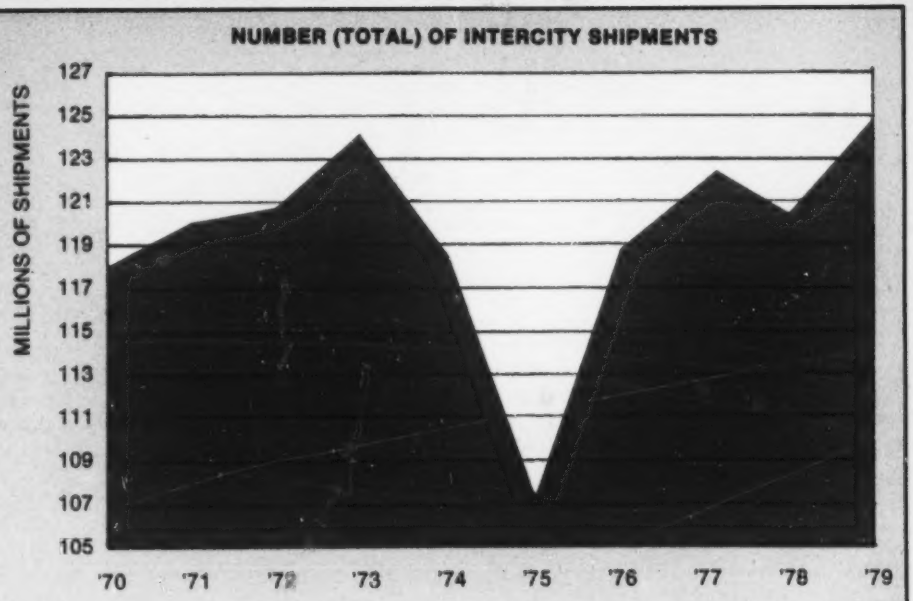


YEARLY AVERAGE MILES PER VEHICLE
TOTAL TOP 100 COMPANIES PER VEHICLE AVERAGE

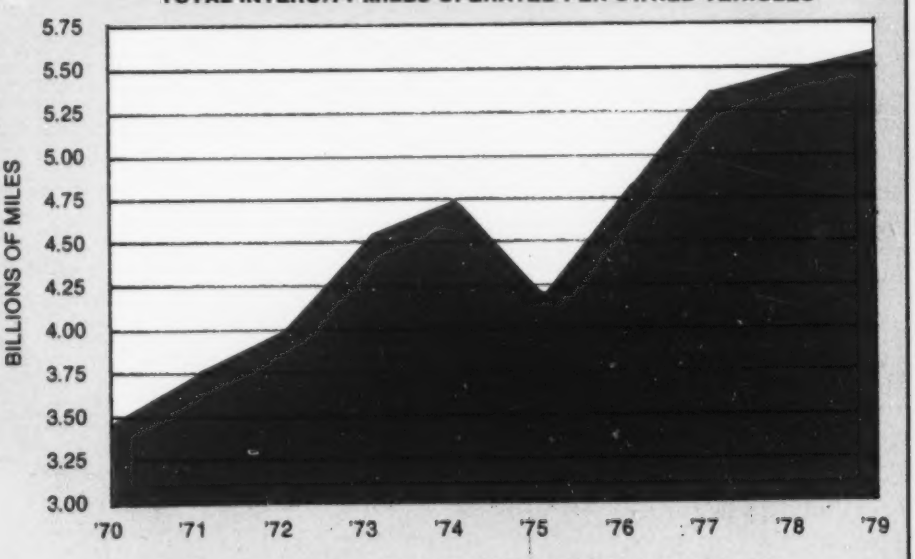


Average Miles: The two graphs on the left depict averages arrived at by comparing inter-city miles operated with owned vehicles to the total number of owned trucks and tractors. Intracity miles are not included because they are not reported, and all owned vehicles were included since there is no breakdown as to which vehicles are operating over-the-road and which are used for short-haul pickup and delivery. Therefore, the information from these graphs is not comparable to any fleet's typical per-vehicle mileage. Both graphs are similar in exhibiting the 1975 "death valley" seen in several other graphs, 1973-75 being a recessionary period. The two graphs, when compared, illustrate the differences between the top 10 companies and all the "Top 100" companies. They demonstrate a clearly similar pattern—but the one for the top 10 is sharper and more clearly delineated. Also note the top 10 companies typically averaged 20% more miles per vehicle than the overall "Top 100" companies. This trend, however, is in steady decline. In 1970, the top 10 companies averaged 29.5% more miles per vehicle than the overall "Top 100" average. By 1979 that percentage had retreated to only 13.4%.

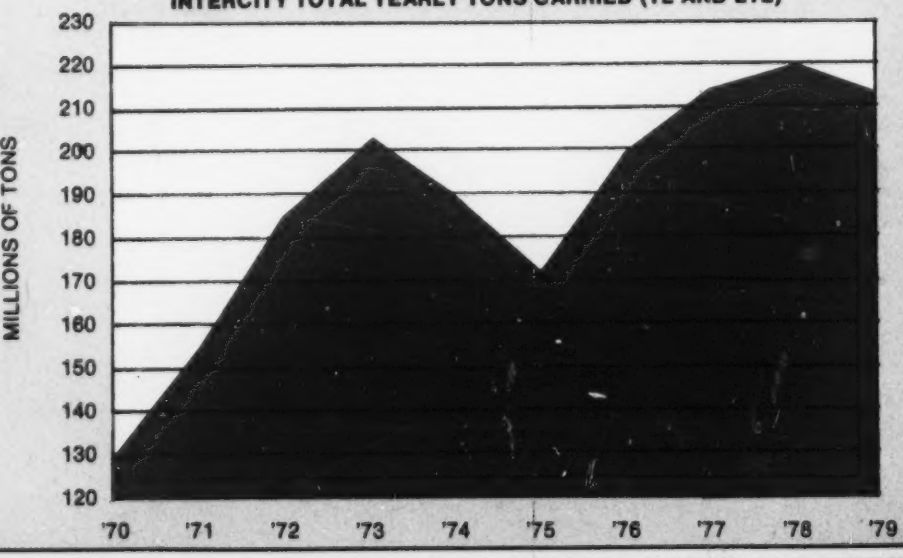
Number Intercity Shipments: The trend for number of intercity shipments, both truckload (TL) and less-than-truckload (LTL), has been one of halting increase since 1975. The 125,210,000 shipments in 1979 was the high for the decade for "Top 100" companies, rivaled only by 1973 with its 124,000,000 shipments. Categorized by TL and LTL (not shown on graph), TL shows steady growth while LTL is the stumbler. The number of TL shipments for the 1975 through '79 period was: '75—3972; '76—4633; '77—5260; '78—5549; '79—6083. LTL shipments for the same period were: '75—103,630; '76—4633; '77—5260; '78—115,014; '79—119,127.



Intercity Miles Operated: Except for the 1974-75 falter, the decade showed a steady increase in total intercity miles operated by the "Top 100" companies. The percentage of increase for the period is enormous—66.8%. The 1970 mileage was 3,345,395,000. By 1979 that total mileage had rocketed to a record 5,582,020,000. And even these figures do not represent total miles operated, only the mileage for owned vehicles. Leased trucks, owner-operators, etc. are not included.



Tons Carried: Total tonnage carried declined in three of the ten years depicted in the graph on the right, but the distinct trend is toward increase. Comparing 1970, which was a very bad year for trucking, with 1979, total tons carried increased by 65.8%. A more realistic and revealing comparison would be 1971 to 1978, and even that yields a 40% increase. The 1979 tonnage is down by 2,780,000 tons or 1.2% and that is probably indicative of the current beginning recessionary trend. The average yearly change over the decade was a 6.1% increase.



Industry Trends And Statistics

■ 1979 was another record year for common carriers on gross income but a tough year on profitability.

As the tables below indicate, gross income reported from 2359 carriers increased by over $3 billion while net income dropped by over $200 million—a sign of profit squeeze and the downturn in the economy in the last half of 1979.

On these and the following pages are the highlights of trucking industry performance in 1979 as well as a host of valuable information on truck and diesel engine sales, registration data and fleet market data.

All information in this section has been compiled and tabulated by COMMERCIAL CAR JOURNAL editors' marketing staff and census departments based on data supplied by the sources listed in the footnotes.

FINANCIAL SUMMARY OF CLASS 1 & II COMMON CARRIERS

Summary figures comparing 1978-79 (table at right) for the common carrier industry show a small decrease in the number of carriers but a substantial increase in all cost areas of doing business. While gross revenues were up overall, net income was down some 20%. Operating ratio increased to 96.1% from 94.7 reflecting the profit squeeze.

NUMBER OF FOR-HIRE CARRIERS

For 1979, there was a continuing drop in the number of large carriers (Class I & II) largely through mergers and acquisitions. Overall, there were nearly 200 more carriers reporting than in 1978.

NUMBER OF ALL FOR-HIRE CARRIERS

Year	CLASS I (Over $3 Million*)	Class II (Over $500,000*)	CLASS III (Under $500,000*)	TOTAL

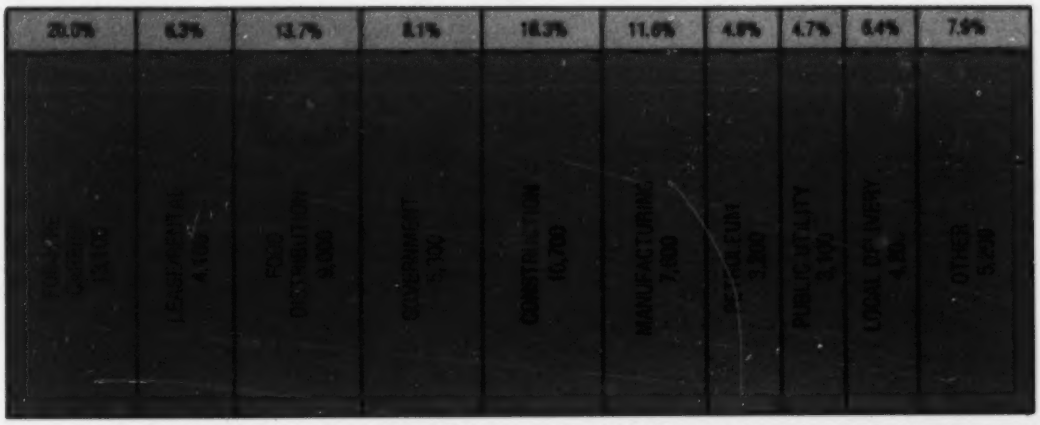
In 1974, the minimum for Class I carriers was increased to $5 million from $1 million; Class II was increased to $500,000 from $300,000; Class III to "under $500,000." It had been "under $300,000." The ICC is again changing its break points for classes. Next year's data will be: Class I—over $5 million; Class II—$1 to $5 million; Class III—under $1 million. Data from the ICC as analyzed by the American Trucking Assns.

All $ figures add 000	1978	1979
Number of Carriers	2440	2359
Gross Operating Revenues	$28,393,721	$32,544,000
EXPENSES: Salaries, Wages & Fringe Benefits	$14,391,344	$16,316,000
Operating Supplies & Expenses	$3,255,696	$4,066,184
General Supplies & Expenses	$950,037	$1,064,127
Operating Taxes & Licenses	$799,737	$914,697
Insurance	$989,000	$1,010,000
Communications & Utilities	$380,437	$423,436
Depreciation & Amortization	$1,001,317	$1,171,198
Purchased Transportation	$5,246,191	$6,182,033
Rents & Royalties	$780,744	$880,000
Other Expenses	$84,239	$92,000
	$27,881,501	$32,124,675
	$511,220	$419,325
	$512,220	$419,325
Operating Ratio	94.7	96.1

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from 1979 edition of the Red Book of the Trucking Industry.
Note: This chart does not include data from household goods movers.

AMONG ALL FLEETS, 80% SERVE PRIVATE INDUSTRY AND GOVERNMENT, 20% ARE FOR-HIRE CARRIERS.

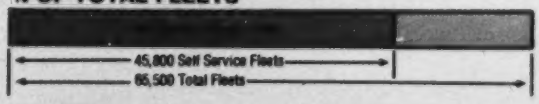
CCJ's Census of the Motor Fleet Market shows there are in round numbers 65,500 fleets operating 10 or more vehicles. For-hire carriers continue to be the biggest group (20%) and operate the most vehicles—about 23% of all fleet vehicles. However, there are about three times as many big fleets (over 1000 vehicles) privately operated than for-hire. Changes in the make-up in the fleet market are slight from year to year as reflected in this on-going census with a change up or down of 0.3% being maximum.



Source: CCJ Census of the Motor Fleet Market showing fleets of 10 or more vehicles. "For hire" includes common and contract carriers. Government includes Federal, state and local. Construction includes mining and other predominantly off-road operation. "Other" includes school and bus fleets.

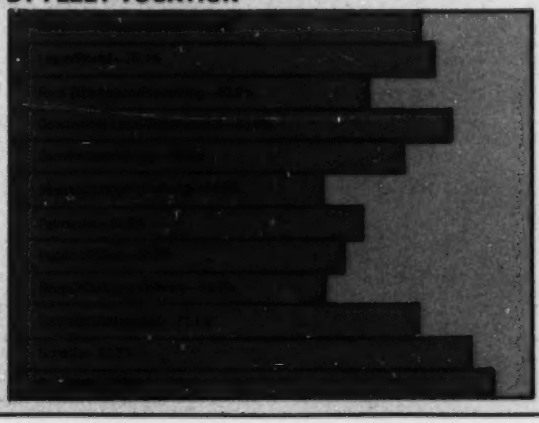
SELF SERVICE FLEETS

% OF TOTAL FLEETS



BY FLEET SIZE

BY FLEET VOCATION



The great majority of the nation's fleets operate their own service shop facilities. As shown below, 45,800 or 70% of the total 65,500 fleets in the U.S. are "Self Service Fleets." As fleet size increases, the incidence of service shop facilities increases with the exception of fleets in the 500-or-over vehicle category. This is explained by the high number of administrative or headquarters locations in this size group. Where no vehicles are physically domiciled no vehicle maintenance is being performed.

A look at fleet vocation puts Bus/Taxi fleets in the No. 1 position with regard to percent operating their own service shop facilities. School and Local/State/Federal Government fleets run a close second and third, followed fourth by the Lease/Rental vocation.

A wide variety of maintenance functions are performed by Self Service Fleets in their service shop facilities. 96.6%, 96.0% and 95.7% perform smaller maintenance jobs of checking oil, water and tire pressure; changing oil and filters; and replacing V-belts or cooling system hoses. Yet a very high percent perform much more extensive maintenance services such as replacing clutches (86.9%), repairing electrical systems (80.7%), replacing cylinder head gaskets (86.9%) and overhauling engines—transmission and rear (71.6%).

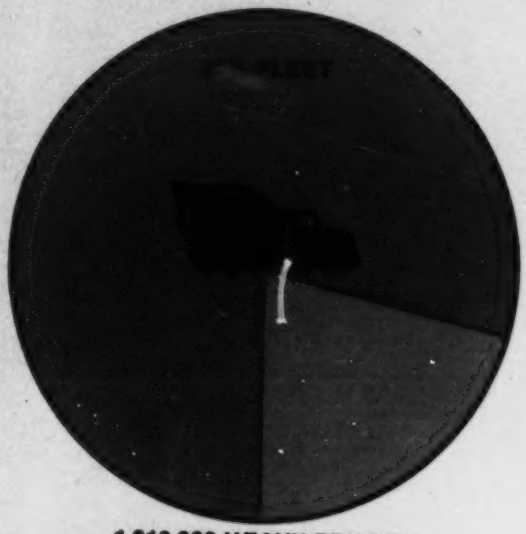
FLEETS, THE BIGGEST OPERATORS OF COMMERCIAL VEHICLES

An analysis of the country's truck, off-highway and bus industries shows that while there are only 65,500 fleets operating vehicles in commercial service . . . about ½ of 1% of the over 12 million individual and corporate owners of all commercial vehicles in the United States . . . these 65,500 fleets operate the majority of equipment.

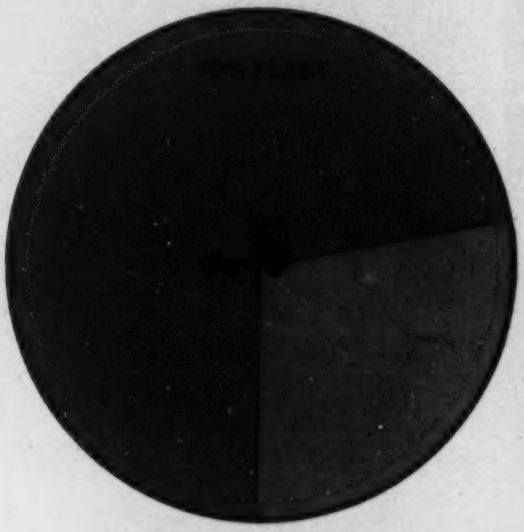
For example, of the 1,019,000 heavy-duty trucks over the 26,000 lb gross vehicle weight classification known to be registered, 816,000 or 80% are in fleet service. And of the 3,009,000 trailers being operated today, 2,582,000 or 86% are also in fleet service.

The two instances where this fact doesn't hold true is in the medium truck classification where fleets operate 34% of the 3.7 million units in the 10,001 to 26,000 lb GVW range and in the light truck field.

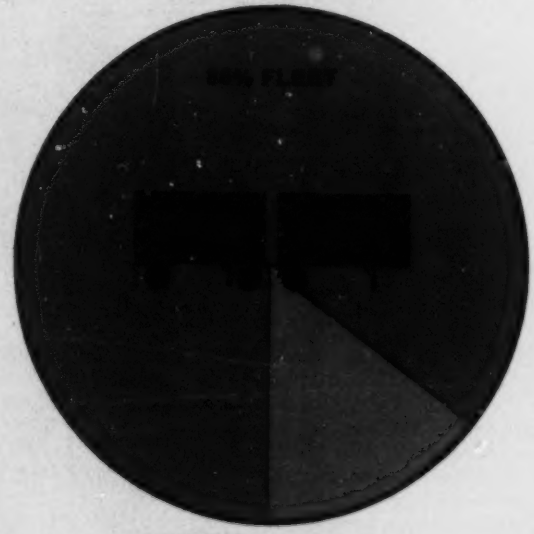
Studies show the vast majority of light trucks—about 19 million—are either in farm use or used by



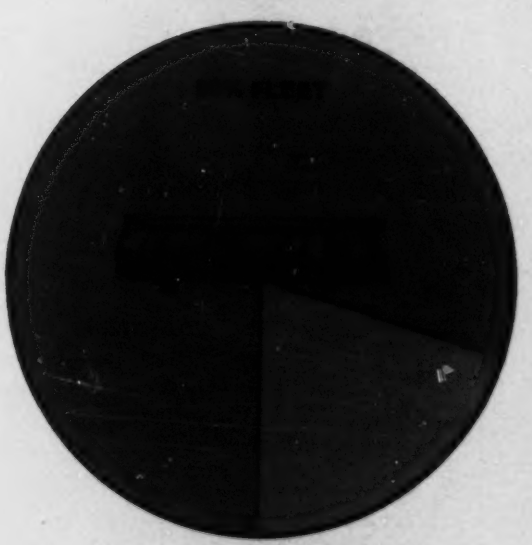
1,019,000 HEAVY TRUCKS
816,000 are in fleets
(over 26,000 lb. GVW)



1,468,000 TRUCK TRACTORS
1,060,000 are in fleets



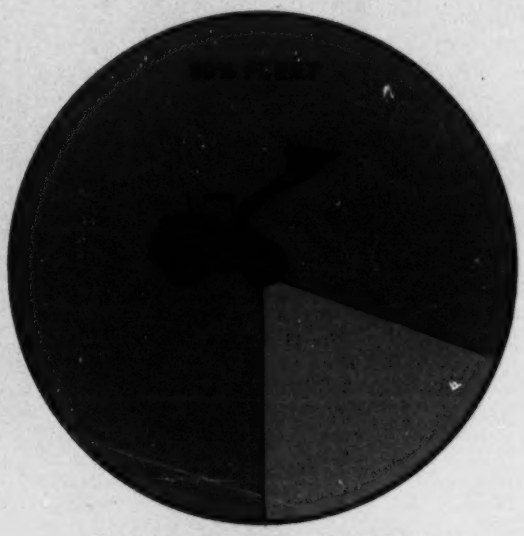
3,009,000 TRAILERS
2,582,000 are in fleets



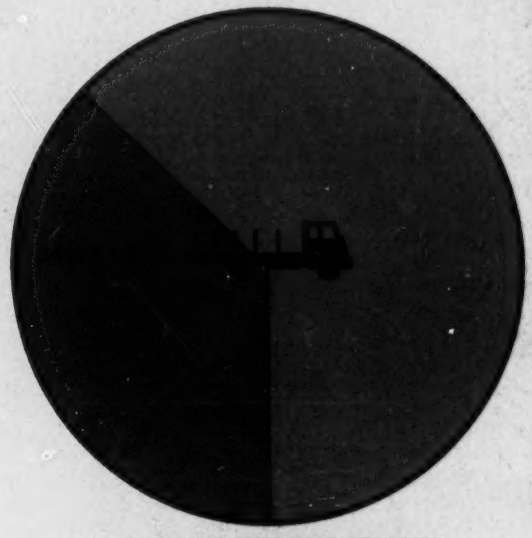
524,000 BUSES
418,000 are in fleets

individuals as campers and recreational vehicles. Still a substantial portion of these light trucks are used by fleets, accounting for 23% of the 8.2 million light trucks used in commercial service.

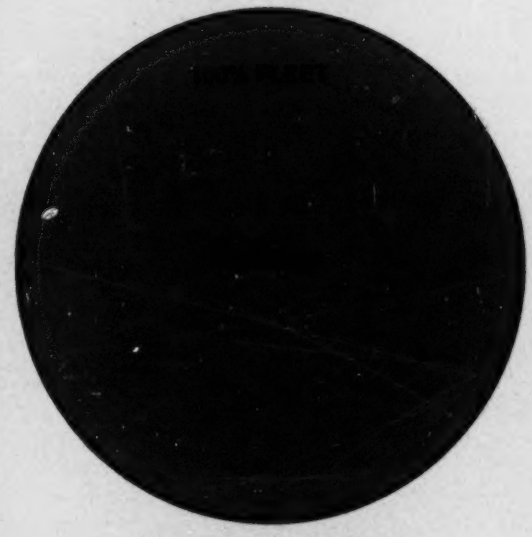
In total, according to the CCJ analysis, fleets account for 52.1% of all vehicles built for commercial service, a significant figure when compared to the 12 million known individual and corporate owners of such vehicles.



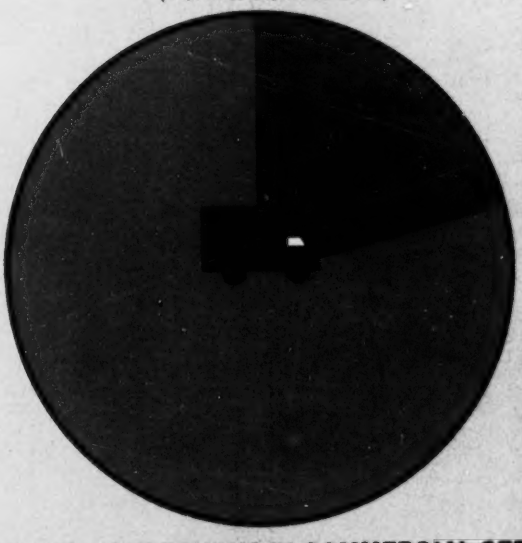
904,000 OFF-HIGHWAY PIECES
723,000 are in fleets



3,701,000 MEDIUM TRUCKS
1,273,000 are in fleets
(10,001 to 26,000 lb GVW)



2,230,000 FLEET CARS
all are in fleets



8,200,000 LIGHT TRUCKS IN COMMERCIAL SERVICE
1,861,000 are in fleets
(under 10,000 lb GVW)

THE NATION'S TOTAL VEHICLE REGISTRATION

State	Passenger Cars	Trucks & Truck Tractors	Truck Trailers	Buses (excl. School)	Total
	2,656,358		59,271		2,844,939
	188,312		7,350		271,016
	1,234,649		83,659		1,768,636
	988,894		23,947		1,514,517
	12,236,178		382,978		16,169,667
	2,012,519		28,307		2,871,169
	1,041,991		23,999		2,231,291
	313,742		9,632		396,773
	228,686		588		944,483
	5,835,469		89,857		7,977,383
	2,962,362		66,569		3,923,291
	491,345		1,162		575,827
	493,987		21,610		795,292
	6,209,211		169,233		7,557,245
	2,886,339		73,629		3,916,689
	1,778,749		51,661		2,459,778
	1,253,017		70,240		2,028,218
	1,821,156		48,106		2,621,211
	1,831,449		132,125		2,767,942
	649,057		271,164		734,887
	2,318,190		22,566		2,769,449
	3,282,888		54,541		3,799,312
	5,270,158		165,051		6,599,312
	1,996,472		169,198		2,637,812
	1,895,387		29,305		2,094,099
	2,395,288		83,335		3,302,891
	668,847		5,809		882,071
	892,569		28,505		1,274,672
	458,969		4,457		615,496
	660,767		8,449		891,215
	4,148,387		72,471		4,833,229
	849,449		25,454		1,027,892
	6,948,182		68,497		7,950,774
	3,300,754		87,062		4,469,591
	356,695		8,169		618,911
	6,417,772		169,691		8,227,104
	1,709,233		61,884		2,571,709
	1,473,695		60,035		1,991,468
	5,763,371		159,870		8,097,255
	667,789		16,969		884,236
	1,534,233		25,069		1,998,678
	385,339		17,972		636,169
	2,390,323		31,849		2,992,135
	7,271,511		218,135		10,318,159
	678,851		9,521		998,783
	993,021		3,562		374,249
	3,103,076		54,253		3,994,970
	2,192,348		66,094		3,134,859
	998,642		18,168		1,249,468
	2,274,160		82,224		2,915,734
	291,977		24,321		445,998
	119,472,989		3,233,627		165,269,127
	767,210		141,491		2,344,228
	120,240,078		3,375,228		167,609,455

ESTIMATED TRUCKS IN USE BY SIZE AND BODY TYPE

SMALL TRUCKS STILL DOMINATE THE MARKET. BUT MANY ARE USED FOR PERSONAL TRANSPORTATION. SEE NOTE UNDER "LIGHT TRUCKS."

STRAIGHT TRUCKS

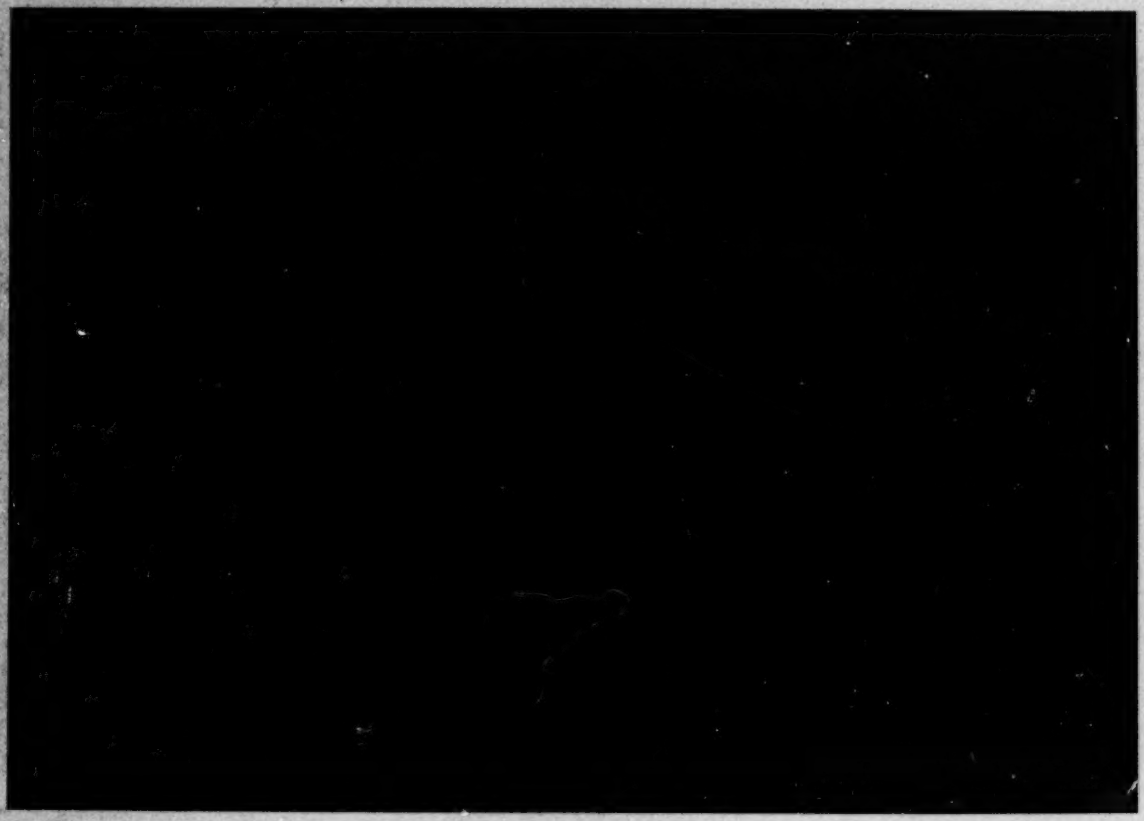
TRACTORS

TOTAL STRAIGHT TRUCKS

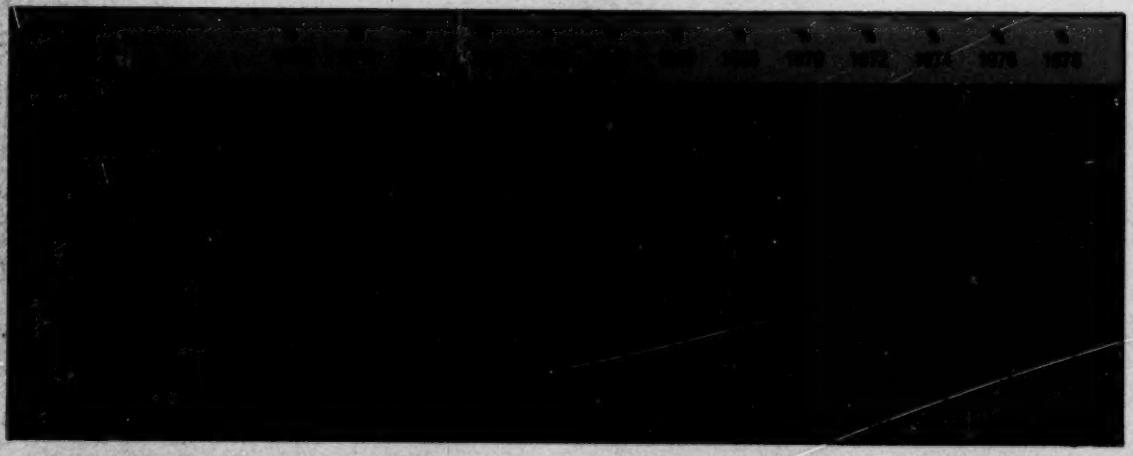
TOTAL TRACTORS

GRAND TOTAL (all power units)

ESTIMATED TOTAL TRAILERS IN USE BY BODY TYPE



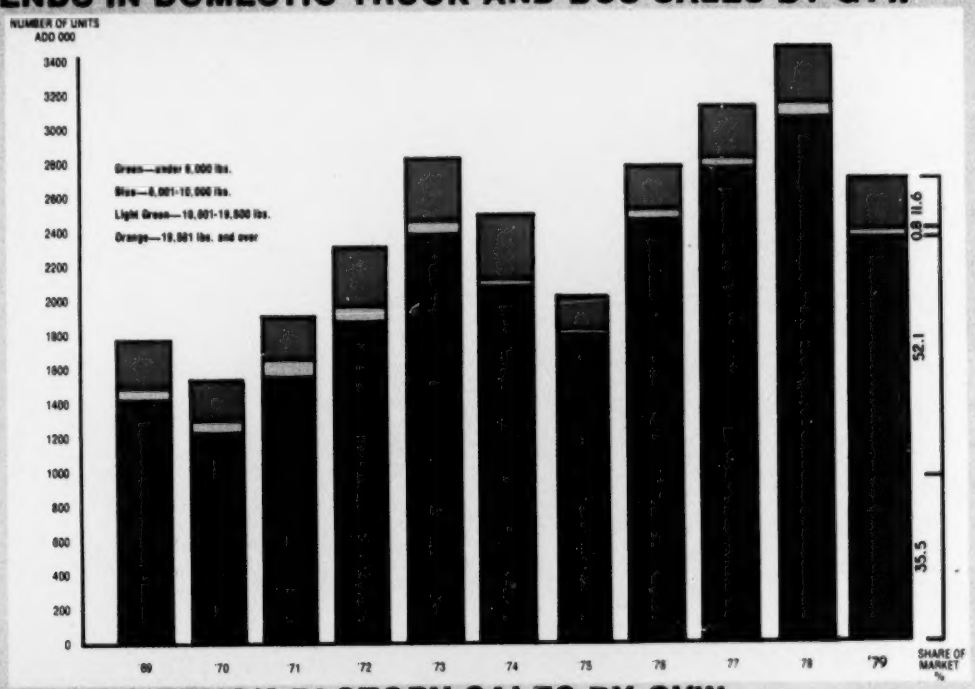
TRENDS IN TRAILER PRODUCTION BY LENGTH



The line underscores the most popular trailer length for a given production year and illustrates a continuing increase in the use of longer trailers over the past three decades. In 1974, 45-ft trailers won the popularity poll for the first time. For 1978, 45-footers show an impressive 15.2% gain and accounted for over half the total trailer production!

Production of 40- to 42½-ft trailers posted a modest 4.5% gain in the most recent figures, but other sizes of trailers suffered declines in popularity ranging from a fraction of a percentage point to an 11.3% reduction for 42½- to 45-ft units. The 26- to 28-ft category—most popular length for operators of double-bottoms where states permit two trailers within a 65-ft overall length limit—shows a 3.2% drop for 1978.

TRENDS IN DOMESTIC TRUCK AND BUS SALES BY GVW



DOMESTIC TRUCK FACTORY SALES BY GVW

Chart above and table below show trends in size groups over a period of years.

[redacted]

TRENDS IN DOMESTIC DIESEL TRUCK SALES

[redacted]

FACTORY SALES OF SPECIAL TYPE VEHICLES

[redacted]

[1] Includes those built in both car and truck SOURCE: (all Tables above) Motor Vehicle Manufacturers Assn.

DIESEL ENGINES USED IN TRUCKS

(Factory sales from U.S. plants including exports)

TRUCK FACTORY SALES AND TRUCKS WITH DIESELS

NOTE

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Cover 1, p. 3-4,

56.

July 1980

Chilton's CCJ

Part II
Leasing: A Growth Industry
Decade Of The '80s

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THE FLEET WORLD OF GTE

Also:

Truck Radials:
Who Uses What, Where And How

Using VMRS To Update A Utility Fleet

1979
Jesse H. Neal Award
For Best Editorial

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 7 JULY 1980

76 THE TRUCKING WORLD OF GTE

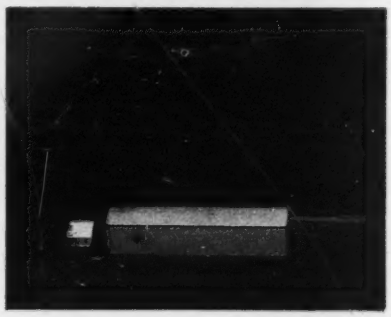
GTE—General Telephone & Electronics Corp.—operates the world's second largest communications network. It also operates one of the largest and most complex private fleets in the country. Thirty-five thousand trucks, in fact, from heavy-duty over-the-road tractor-trailers to mini vans designed to handle telephone installation and service calls. In this exclusive story, CCJ readers get their first insight into the fascinating fleet world of GTE.

88 WASHINGTON GAS LIGHT

Today's maintenance problems will be tomorrow's problems, too, unless they're isolated, analyzed and exorcised. A utility company in the nation's capital called in the necessary exorcist five years ago, and, with some professional computer help, he's had significant success improving the performance of the company's highly versatile truck fleet.

94 RADIAL TRUCK TIRES: WHO USES THEM AND WHY

Radial truck tires consistently out-perform bias ply tires in 35 private and for-hire truck fleets surveyed last month by CCJ. But unwarranted scrapping of repairable radial casings may be responsible for widespread and unnecessary waste at a time of high inflation and deep recession. A look at what fleets use what kind of radial tires, where, and the processes they use to repair them.



102 LEASING IN THE DECADE OF THE '80s

America's transportation system is changing. The recession is one reason. An uncertain economic future is another. Despite this, leaders of the nation's major truck leasing companies are forecasting good times ahead for the still evolving leasing industry.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Mar.-80	28,238	3,724	1,406	15,051	—	—	1,218	1	—	—	—	2,930	—	—	50,568
	3 Mos.-80	96,017	11,284	5,210	38,349	—	—	7,547	1	—	—	—	7,257	—	—	165,665
6,001-10,000 lbs.	Mar.-80	17,557	3,863	13,290	36,845	—	200	1,156	10	—	—	—	—	—	3	72,884
	3 Mos.-80	66,620	12,796	28,789	105,437	—	1,113	7,882	10	—	—	—	—	—	3	224,430
10,001-14,000 lbs.	Mar.-80	—	—	1,128	—	—	—	—	—	—	—	—	—	—	—	1,128
	3 Mos.-80	—	—	1,455	—	—	—	—	—	—	—	—	—	—	—	1,455
14,001-16,000 lbs.	Mar.-80	—	—	8	—	—	—	—	—	—	—	—	—	—	5	13
	3 Mos.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	5	5
16,001-19,500 lbs.	Mar.-80	89	62	—	—	—	—	—	—	—	—	—	—	—	7	158
	3 Mos.-80	277	187	—	—	—	—	—	—	—	—	—	—	—	7	471
19,501-26,000 lbs.	Mar.-80	1,674	1,793	—	1,351	—	135	—	—	—	—	—	—	—	—	4,953
	3 Mos.-80	5,022	5,403	—	3,040	—	602	—	—	—	—	—	—	—	—	14,067
26,001-33,000 lbs.	Mar.-80	80	189	—	4,808	—	223	—	—	—	—	—	—	—	—	5,280
	3 Mos.-80	225	763	—	9,725	—	920	—	—	—	—	—	—	—	—	11,633
33,001 lbs. and over	Mar.-80	192	1,570	—	1,879	1,183	297	—	—	1,121	2,362	863	—	573	105	10,345
	3 Mos.-80	450	4,196	—	4,391	3,637	1,700	—	—	3,544	6,402	2,719	—	1,854	390	29,283
Total	Mar.-80	45,810	11,201	15,832	58,934	1,183	855	2,374	11	1,121	2,362	863	2,930	573	120	145,239
	3 Mos.-80	170,611	34,629	35,434	160,942	3,637	4,335	15,229	11	3,544	6,402	2,719	7,257	1,854	405	447,009
	3 Mos.-79	296,977	73,961	94,556	315,078	4,166	28,126	37,473	13	3,748	7,572	2,834	—	3,726	331	870,561
Trucks with Diesel Engines*	3 Mos.-80	8,871	8,003	—	9,282	3,637	2,485	—	—	3,544	6,402	2,719	3,216	1,854	390	50,403
	3 Mos.-79	8,778	8,124	—	9,957	4,166	14,307	—	—	3,748	7,704	2,834	—	3,726	447	63,791

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Ftbble and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	10,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Mar.-80	2,380	—	138	59	83	2,660
	3 Mos.-80	8,253	—	196	224	198	8,871
Ford	Mar.-80	—	—	124	2,884	1,812	4,820
	3 Mos.-80	—	—	139	4,927	4,216	9,282
Freightliner	Mar.-80	—	—	—	—	1,183	1,183
	3 Mos.-80	—	—	—	—	3,637	3,637
GMC	Mar.-80	1,043	—	357	186	1,514	3,102
	3 Mos.-80	2,684	—	543	759	4,017	8,003
International	Mar.-80	—	6	37	170	297	510
	3 Mos.-80	—	36	125	626	1,698	2,485
Kenworth	Mar.-80	—	—	—	—	1,121	1,121
	3 Mos.-80	—	—	—	—	3,544	3,544
Mack	Mar.-80	—	—	—	—	2,362	2,362
	3 Mos.-80	—	—	—	—	6,402	6,402
Peterbilt	Mar.-80	—	—	—	—	863	863
	3 Mos.-80	—	—	—	—	2,719	2,719
Volkswagen	Mar.-80	1,422	—	—	—	—	1,422
	3 Mos.-80	3,216	—	—	—	—	3,216
White	Mar.-80	—	—	—	—	573	573
	3 Mos.-80	—	—	—	—	1,854	1,854
Others	Mar.-80	—	—	—	—	105	105
	3 Mos.-80	—	—	—	—	390	390
Total	Mar.-80	4,845	6	656	3,301	10,013	18,821
	3 Mos.-80	14,153	36	1,003	6,536	28,675	50,403
	Mar.-79	4,468	70	1,321	2,220	16,370	24,449
	3 Mos.-79	9,016	186	3,617	6,491	44,481	63,791

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

TRUCK AND BUS PRODUCTION

Make	April 1980	April 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	37,351	85,187	217,835	419,544
GMC	15,507	25,234	60,761	117,944
Chrysler	12,505	20,638	49,444	156,073
Ford	49,749	100,257	233,217	450,077
International	1,665	11,377	1,665	49,571
Jeep Corp.	6,663	17,827	30,648	61,711
AM General	493	2,031	2,604	7,024
Mack	2,141	2,768	10,008	12,535
Volkswagen of America	3,029	—	9,727	—
White	550	649	2,709	4,524
Others	3,960	2,940	14,520	14,360
Total—Trucks and Buses	133,613	268,708	633,138	1,293,363
Total—Passenger Cars	576,037	723,139	2,359,769	3,134,446
Total—Motor Vehicles	709,650	991,847	2,992,907	4,427,809

Source: Motor Vehicle Mfrs. Assoc.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	March 1980	3 Months—1980 Units	3 Months—1980 Value*
Vans	8,261	23,004	288,166
Tanks	814	2,431	70,047
Bulk commodity and dry material	156	481	11,770
Pole and logging	90	309	3,555
Platform	2,286	6,692	56,559
Low-bed heavy haulers (over 10 tons)	443	1,463	25,599
Dump trailers and dump chassis	742	2,191	34,833
Dollies or converter gear	911	2,282	8,125
Auto transports	22	62	1,539
All other tractors and chassis	345	943	7,124
Total—Complete tractors and chassis	14,070	39,858	507,317
Detachable trailers†	629	1,759	18,262
Detachable trailers chassis†	1,350	3,918	10,083

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Mar.-80	104	14	242	—	—	2,520	2,880
	3 Mos.-80	265	37	645	—	—	8,541	9,488
Chrysler	Mar.-80	—	48	—	—	—	624	672
	3 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Mar.-80	2,830	1,099	1,330	—	—	—	5,229
	3 Mos.-80	5,398	2,745	2,515	—	—	—	10,658
Freightliner	Mar.-80	215	744	238	—	—	—	1,197
	3 Mos.-80	454	2,342	861	—	—	—	3,657
GMC	Mar.-80	252	764	1,164	—	—	1,064	3,244
	3 Mos.-80	776	1,930	2,923	—	—	2,723	8,352
International	Mar.-80	76	244	78	262	—	29	689
	3 Mos.-80	227	1,340	542	849	—	80	3,038
Jeep Corp.	Mar.-80	—	—	—	—	—	92	92
	3 Mos.-80	—	—	—	—	—	432	432
Kenworth	Mar.-80	182	767	333	—	—	—	1,282
	3 Mos.-80	692	2,334	956	—	—	—	3,982
Mack	Mar.-80	19	145	34	—	2,609	13	2,820
	3 Mos.-80	42	516	99	—	6,747	96	7500
Peterbilt	Mar.-80	208	486	205	—	—	—	899
	3 Mos.-80	360	1,858	609	—	—	—	2,827
Volkswagen	Mar.-80	—	—	—	—	—	1,425	1,425
	3 Mos.-80	—	—	—	—	—	3,219	3,219
White	Mar.-80	82	469	192	—	—	—	743
	3 Mos.-80	168	1,306	532	—	—	—	2,006
Others	Mar.-80	96	48	45	—	—	—	189
	3 Mos.-80	273	178	161	—	—	—	612
Totals	Mar.-80	4,064	4,798	3,861	262	2,609	5,767	21,361
	3 Mos.-80	8,655	14,754	9,843	849	6,747	16,147	56,995
	Mar.-79	3,738	7,877	6,120	1,629	3,188	4,820	27,372
	3 Mos.-79	10,527	22,257	16,251	4,872	7,950	9,671	71,528

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Scandia, Perkins, Isuzu.

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facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Apr.-80	20,559	4,832	795	11,003	—	—	1,260	—	—	—	2,849	—	††11	41,309
	4 Mos.-80	116,576	16,521	6,005	49,442	—	—	8,807	—	—	—	10,106	—	††12	207,469
6,001-10,000 lbs.	Apr.-80	10,888	3,378	9,091	26,204	—	286	1,361	—	—	—	—	—	††21	51,029
	4 Mos.-80	79,308	15,769	37,860	131,641	—	1,399	9,043	—	—	—	—	—	34	275,054
10,001-14,000 lbs.	Apr.-80	—	—	−274	1	—	—	—	—	—	—	—	—	—	−273
	4 Mos.-80	—	—	1,181	1	—	—	—	—	—	—	—	—	—	1,182
14,001-16,000 lbs.	Apr.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	4 Mos.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,001-19,500 lbs.	Apr.-80	92	47	—	—	—	—	—	—	—	—	—	—	5	5
	4 Mos.-80	369	234	—	—	—	—	—	—	—	—	—	—	7	610
19,501-26,000 lbs.	Apr.-80	1,152	2,312	—	1,235	—	163	—	—	—	—	—	—	—	4,862
	4 Mos.-80	6,174	7,715	—	4,275	—	765	—	—	—	—	—	—	—	18,929
26,001-33,000 lbs.	Apr.-80	29	142	—	4,149	—	198	—	—	—	—	—	—	—	4,518
	4 Mos.-80	254	905	—	13,874	—	1,118	—	—	—	—	—	—	—	16,151
33,001 lbs. and over	Apr.-80	106	1,842	—	1,496	932	336	—	910	1,820	505	—	533	183	8,863
	4 Mos.-80	556	6,038	—	5,887	4,569	2,036	—	4,454	8,222	3,224	—	2,387	573	37,946
Total	Apr.-80	32,626	12,553	9,612	44,178	932	983	2,621	910	1,820	505	2,849	533	215	110,337
	4 Mos.-80	203,237	47,182	45,046	205,120	4,569	5,318	17,850	4,454	8,222	3,224	10,106	2,387	631	557,346
	4 Mos.-79	395,651	99,148	110,814	403,596	5,189	36,631	47,790	4,995	10,356	3,645	—	4,551	a4,862	1,127,008
Trucks with Diesel Engines*	4 Mos.-80	11,716	11,452	—	12,878	4,569	3,017	—	4,454	8,222	3,224	4,762	2,387	573	67,454
	4 Mos.-79	11,372	10,361	—	12,630	5,189	18,721	—	4,995	10,356	3,645	—	4,551	632	82,432

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.
††AM General. a—Includes 4,018 AM General.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Apr.-80	2,555	—	216	28	46	2,845
	4 Mos.-80	10,808	—	412	252	244	11,716
Ford	Apr.-80	—	—	178	1,992	1,426	3,596
	4 Mos.-80	—	—	317	6,919	5,642	12,878
Freightliner	Apr.-80	—	—	—	—	932	932
	4 Mos.-80	—	—	—	—	4,569	4,569
GMC	Apr.-80	1,428	—	299	140	1,782	3,649
	4 Mos.-80	4,112	—	842	899	5,799	11,652
IHC	Apr.-80	—	42	23	131	336	532
	4 Mos.-80	—	78	148	757	2,034	3,017
Kenworth	Apr.-80	—	—	—	—	910	910
	4 Mos.-80	—	—	—	—	4,454	4,454
Mack	Apr.-80	—	—	—	—	1,820	1,820
	4 Mos.-80	—	—	—	—	8,222	8,222
Peterbilt	Apr.-80	—	—	—	—	505	505
	4 Mos.-80	—	—	—	—	3,224	3,224
Volkswagen	Apr.-80	1,546	—	—	—	—	1,546
	4 Mos.-80	4,762	—	—	—	—	4,762
White	Apr.-80	—	—	—	—	533	533
	4 Mos.-80	—	—	—	—	2,387	2,387
Others	Apr.-80	—	—	-	—	183	183
	4 Mos.-80	—	—	—	—	573	573
Total	Apr.-80	5,529	42	716	2,291	8,473	17,051
	4 Mos.-80	19,682	78	1,719	8,827	37,148	67,454
	Apr.-79	2,814	21	842	1,642	13,322	18,641
	4 Mos.-79	11,830	207	4,459	8,133	57,803	82,432

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	April 1980	4 Months—1980 Units	4 Months—1980 Value*
Vans	7,523	30,291	379,915
Tanks	745	3,154	91,092
Bulk commodity and dry material	201	677	16,643
Pole and logging	101	412	4,778
Platform	1,828	8,565	72,747
Low-bed heavy haulers (over 10 tons)	608	2,301	34,045
Dump trailers and dump chassis	678	2,858	43,859
Dollies or converter gear	1,266	3,546	12,672
Auto transports	22	84	1,960
All other tractors and chassis	172	1,109	8,586
Total—Complete tractors and chassis	13,144	52,997	666,297
Detachable trailers†	1,053	2,812	24,123
Detachable trailers chassis†	1,266	5,184	14,616

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	May 1980	May 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	27,602	114,783	245,437	534,327
GMC	14,689	36,255	75,450	154,199
Chrysler	15,478	37,046	64,922	193,119
Ford	33,146	123,336	266,363	573,413
International	11,258	13,640	12,923	63,211
Jeep Corp.	2,538	14,760	33,186	76,471
AM General	604	1,926	3,208	8,950
Mack	1,915	3,392	11,923	15,927
Volkswagen of America	2,540	—	12,267	—
White	653	1,086	3,362	5,610
Others	3,780	4,066	18,300	18,426
Total—Trucks and Buses	114,203	350,290	747,341	1,643,653
Total—Passenger Cars	524,612	933,389	2,884,381	4,067,835
Total—Motor Vehicles	638,815	1,283,679	3,631,722	5,711,488

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others	Total
Chevrolet	Apr.-80	54	8	313	—	—	2,713	3,088
	4 Mos.-80	319	45	958	—	—	11,254	12,576
Chrysler	Apr.-80	—	—	—	—	—	—	—
	4 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Apr.-80	2,317	877	1,218	—	—	—	4,412
	4 Mos.-80	7,715	3,622	3,733	—	—	—	15,070
Freightliner	Apr.-80	158	525	256	—	—	—	939
	4 Mos.-80	612	2,867	1,117	—	—	—	4,596
GMC	Apr.-80	255	679	1,466	—	—	1,455	3,855
	4 Mos.-80	1,031	2,609	4,389	—	—	4,178	12,207
International	Apr.-80	56	383	115	128	—	42	724
	4 Mos.-80	283	1,723	657	977	—	122	3,762
Jeep Corp.	Apr.-80	—	—	—	—	—	122	122
	4 Mos.-80	—	—	—	—	—	*554	554
Kenworth	Apr.-80	291	536	205	—	—	—	1,032
	4 Mos.-80	983	2,870	1,161	—	—	—	5,014
Mack	Apr.-80	15	122	32	—	1,928	15	2,112
	4 Mos.-80	57	638	131	—	8,675	111	9,612
Peterbilt	Apr.-80	166	273	123	—	—	—	562
	4 Mos.-80	526	2,131	732	—	—	—	3,389
Volkswagen	Apr.-80	—	—	—	—	—	1,552	1,552
	4 Mos.-80	—	—	—	—	—	4,771	4,771
White	Apr.-80	38	520	36	—	—	—	594
	4 Mos.-80	206	1,826	568	—	—	—	2,600
Others	Apr.-80	27	85	81	—	—	—	193
	4 Mos.-80	300	263	242	—	—	—	805
Totals	Apr.-80	3,377	4,008	3,845	128	1,928	5,899	19,185
	4 Mos.-80	12,032	18,762	13,688	977	8,675	22,046	76,180
	Apr.-79	2,400	6,921	4,170	1,447	2,825	2,974	20,737
	4 Mos.-79	12,927	29,178	20,421	6,319	10,775	12,645	92,265

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu, Nissan, Olds, Perkins and Scandia Vabis.
*Isuzu.

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FROM MILK RUN TO BIG ONE

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A New Cat Out Of The Bag

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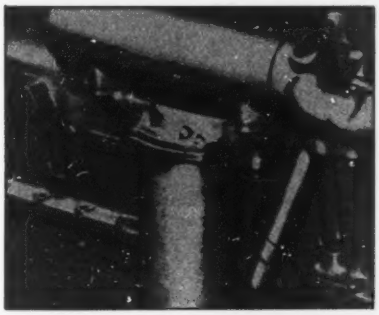
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 9 SEPTEMBER 1980

77 FROM MILK RUN TO BIG ONE

Practices that promote growth in a small trucking company can often times assure success in a big one. Little has changed at Wilson Trucking in the growth years except that this small Virginia-based trucker serving dairy farmers now serves an entire mid-Atlantic region with grass routes pride.



84 A NEW CAT'S OUT OF THE BAG

The latest version of Caterpillar's 3406 diesel promises to be a real fuel miser. It's governed at 1600 rpm!

87 SYNLUBES SAVE SAYS SPARACIO

"Gap" Sparacio, director of maintenance for LoBiondo Bros. Motor Express in New Jersey, is adding synthetic engine oil and gear lube to his latest list of fuel saving measures.

90 LICENSE TO STEAL

Two CCJ editors probe the Illinois permit system that has allowed at least one Chicago-based trucker to rip-off his owner-operator drivers with complete immunity. Despite a long series of state violations, this particular trucker has continued to operate, pleading bankruptcy on the one hand and operating new 1980 equipment with the other. Meanwhile, drivers have taken their case to the courts in an attempt to get their wages.

The Maintenance Shop Section Follows Page 97

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	Whitet	Others	Total Trucks
Under 6,000 lbs.	May-80	14,419	5,077	1,109	6,158	—	—	626	21	—	—	—	2,287	—	—	29,697
	5 Mos.-80	130,995	21,598	7,114	55,600	—	—	9,433	33	—	—	—	12,393	—	—	237,166
6,001-10,000 lbs.	May-80	8,773	3,322	10,399	17,406	—	1,140	428	126	—	—	—	—	—	—	41,594
	5 Mos.-80	88,081	19,091	48,259	149,047	—	2,539	9,471	157	—	—	—	—	—	3	316,648
10,001-14,000 lbs.	May-80	—	—	371	—	—	—	—	—	—	—	—	—	—	—	371
	5 Mos.-80	—	—	810	1	—	—	—	—	—	—	—	—	—	—	811
14,001-16,000 lbs.	May-80	—	—	2	—	—	—	—	—	—	—	—	—	—	—	2
	5 Mos.-80	—	—	2	—	—	—	—	—	—	—	—	—	—	5	7
16,001-19,500 lbs.	May-80	47	105	—	—	—	—	—	—	—	—	—	—	—	—	152
	5 Mos.-80	416	339	—	—	—	—	—	—	—	—	—	—	—	7	762
19,501-26,000 lbs.	May-80	927	1,151	—	1,333	—	896	—	—	—	—	—	—	—	20	4,327
	5 Mos.-80	7,101	8,866	—	5,608	—	1,661	—	—	—	—	—	—	—	20	23,256
26,001-33,000 lbs.	May-80	54	105	—	3,924	—	1,421	—	—	—	—	—	—	—	5	5,509
	5 Mos.-80	308	1,010	—	17,798	—	2,539	—	—	—	—	—	—	—	5	21,660
33,001 lbs. and over	May-80	99	1,431	—	1,153	805	1,760	—	—	628	1,501	264	—	553	129	8,323
	5 Mos.-80	655	7,469	—	7,040	5,374	3,796	—	—	5,082	9,723	3,488	—	2,940	702	46,269
Total	May-80	24,319	11,191	11,139	29,974	805	5,217	1,054	147	628	1,501	264	2,287	553	154	89,233
	5 Mos.-80	227,556	58,373	56,185	235,094	5,374	10,535	18,904	190	5,082	9,723	3,488	12,393	2,940	742	646,579
	5 Mos.-79	504,809	129,450	128,725	515,410	6,388	45,151	55,812	5,070	6,240	13,328	4,622	—	5,509	838	1,421,152
Trucks with Diesel Engines*	5 Mos.-80	14,809	15,294	—	15,926	5,374	6,530	—	—	5,082	9,723	3,488	7,049	2,940	727	86,942
	5 Mos.-79	15,452	13,847	—	16,070	6,388	23,403	—	—	6,240	13,328	4,622	—	5,509	826	105,685

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	May-80	2,773	—	235	53	32	3,093
	5 Mos.-80	13,581	—	647	305	276	14,809
Ford	May-80	—	—	210	1,755	1,083	3,048
	5 Mos.-80	—	—	527	8,674	6,725	15,926
Freightliner	May-80	—	—	—	—	805	805
	5 Mos.-80	—	—	—	—	5,374	5,374
GMC	May-80	1,780	—	387	102	1,373	3,642
	5 Mos.-80	5,892	—	1,229	1,001	7,172	15,294
IHC	May-80	—	583	178	992	1,760	3,513
	5 Mos.-80	—	661	326	1,749	3,794	6,530
Kenworth	May-80	—	—	—	—	628	628
	5 Mos.-80	—	—	—	—	5,082	5,082
Mack	May-80	—	—	—	—	1,501	1,501
	5 Mos.-80	—	—	—	—	9,723	9,723
Peterbilt	May-80	—	—	—	—	264	264
	5 Mos.-80	—	—	—	—	3,488	3,488
Volkswagen	May-80	2,287	—	—	—	—	2,287
	5 Mos.-80	7,049	—	—	—	—	7,049
White	May-80	—	—	—	—	553	553
	5 Mos.-80	—	—	—	—	2,940	2,940
Others	May-80	—	—	20	5	129	154
	5 Mos.-80	—	—	20	5	702	727
Total	May-80	6,840	583	1,030	2,907	8,128	19,488
	5 Mos.-80	26,522	661	2,749	11,734	45,276	86,942
	May-79	3,855	8	2,018	2,118	15,254	23,253
	5 Mos.-79	15,685	215	6,477	10,251	73,057	105,685

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	May 1980	5 Months—1980 Units	5 Months—1980 Value²
Vans	6,328	42,907	537,826
Tanks	731	4,639	132,608
Bulk commodity and dry material	150	1,006	24,945
Pole and logging	99	601	7,356
Platform	1,497	11,541	97,817
Low-bed heavy haulers (over 10 tons)	460	3,357	47,910
Dump trailers and dump chassis	539	4,094	62,834
Dollies or converter gear	226	4,066	14,870
Auto transports	13	116	2,866
All other tractors and chassis	269	1,611	13,995
Total—Complete tractors and chassis	10,312	73,938	943,027
Detachable trailers¹	511	3,671	36,005
Detachable trailers chassis¹	881	7,640	30,067

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

TRUCK AND BUS PRODUCTION

Make	June 1980	June 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	26,468	92,477	271,905	626,804
GMC	12,712	36,870	88,162	191,069
Chrysler	16,654	31,705	81,576	224,824
Ford	22,625	107,409	288,988	680,822
International	9,831	12,489	22,754	75,700
Jeep Corp.	6,808	7,258	39,994	83,729
AM General	648	1,960	3,856	10,910
Mack	1,538	3,165	13,461	19,092
Volkswagen of America	2,630	—	14,897	—
White	—	1,032	3,362	6,642
Others	2,877	3,633	21,177	22,059
Total—Trucks and Buses	102,791	297,998	850,132	1,941,651
Total—Passenger Cars	532,177	826,379	3,416,558	4,894,214
Total—Motor Vehicles	634,968	1,124,377	4,266,690	6,835,865

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	May-80	69	8	319	—	—	2,858	3,254
	5 Mos.-80	388	53	1,277	—	—	14,112	15,830
Chrysler	May-80	—	—	—	—	—	—	—
	5 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	May-80	1,945	927	1,222	—	—	—	4,094
	5 Mos.-80	9,660	4,549	4,955	—	—	—	19,164
Freightliner	May-80	104	489	236	—	—	—	829
	5 Mos.-80	716	3,356	1,353	—	—	—	5,425
GMC	May-80	244	477	1,379	—	—	1,786	3,886
	5 Mos.-80	1,275	3,086	5,768	—	—	5,964	16,093
International	May-80	192	1,647	341	1,099	—	583	3,862
	5 Mos.-80	475	3,370	998	2,076	—	705	7,624
Jeep Corp.	May-80	—	—	—	—	—	†186	†186
	5 Mos.-80	—	—	—	—	—	†740	†740
Kenworth	May-80	147	450	187	—	—	—	784
	5 Mos.-80	1,130	3,320	1,348	—	—	—	5,798
Mack	May-80	16	144	17	—	1,638	26	1,841
	5 Mos.-80	73	782	148	—	10,313	137	11,453
Peterbilt	May-80	138	123	51	—	—	—	312
	5 Mos.-80	664	2,254	783	—	—	—	3,701
Volkswagen	May-80	—	—	—	—	—	2,292	2,292
	5 Mos.-80	—	—	—	—	—	7,063	7,063
White	May-80	48	419	132	—	—	—	599
	5 Mos.-80	254	2,245	700	—	—	—	3,199
Others	May-80	44	114	141	—	—	—	211
	5 Mos.-80	256	377	383	—	—	—	1,016
Totals	May-80	2,859	4,798	4,025	1,099	1,638	7,731	22,150
	5 Mos.-80	14,891	23,560	17,713	2,076	10,313	29,777	98,330
	May-79	3,936	7,322	6,493	1,588	3,106	4,171	26,616
	5 Mos.-79	16,863	36,500	26,914	7,907	13,881	16,816	118,881

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis. †Isuzu. ‡ revised.

NOTE

ONLY THE FOLLOWING PAGES OF THIS PUBLICATION

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1981 Buyers' Guide

Fleet Specs

Catalog Directory

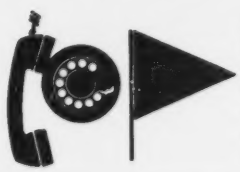
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 10 OCTOBER 1980

PAGE 122. THE MAINTENANCE COUNCIL REVIEWS PROBLEMS

Marking TMC's first year as an American Trucking Associations affiliate, the annual meeting dealt with solutions to many equipment problems. Here's a look at TMC's latest advice on selection of fuel additives, diesel diagnostics, tire balancing, making fuel economy tests and more.

PAGE 149. FLEET BUYERS' DIRECTORY

CCJ's 32nd edition of the only directory serving the entire fleet market. An all-in-one directory for finding manufacturers of truck equipment, plus component parts and services. Pages in this years' Buyers' Directory are color-coded yellow for quick identification.



Telephone Numbers listed by many suppliers are "hot lines" offering immediate product information, especially on "where-to-buy" locations. Black pennant indicates company is an advertiser in this issue. By checking company's name against the advertiser's index, additional product information is instantly available.

PAGE 229. MAKES • MODELS • COMPONENTS

The industry's only list of 1981 truck makes and models, including wheelbase and horsepower data. This year's exclusive makes and models section is color-coded orange. An individual listing of the various makes and models by manufacturer can be found on page 229.

PAGE 280. CATALOG DIRECTORY

The industry's first and only catalog directory is an exclusive listing of catalogs offered by manufacturers to CCJ fleet readers. This all-in-one-place directory is combined with reader service postcards for easy catalog ordering. Catalog pages are color-coded red.

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	June-80	12,049	4,464	1,037	4,275	—	—	996	—	—	—	2,835	—	a 65	25,721
	6 Mos.-80	143,044	26,062	8,151	59,875	—	—	10,429	—	—	—	15,228	—	a 96	262,887
6,001-10,000 lbs.	June-80	8,754	3,131	11,133	10,667	—	1,237	1,152	—	—	—	—	—	b 407	36,481
	6 Mos.-80	96,835	22,222	59,392	159,714	—	3,776	10,623	—	—	—	—	—	c 567	353,129
10,001-14,000 lbs.	June-80	—	—	310	1	—	—	—	—	—	—	—	—	1	310
	6 Mos.-80	—	—	1,120	—	—	—	—	—	—	—	—	—	1	1,121
14,001-16,000 lbs.	June-80	—	—	2	—	—	—	—	—	—	—	—	—	8	10
	6 Mos.-80	—	—	4	—	—	—	—	—	—	—	—	—	13	17
16,001-19,500 lbs.	June-80	82	102	—	—	—	—	—	—	—	—	—	—	10	194
	6 Mos.-80	498	441	—	—	—	—	—	—	—	—	—	—	17	956
19,501-26,000 lbs.	June-80	1,250	1,332	—	996	—	788	—	—	—	—	—	—	—	4,366
	6 Mos.-80	8,351	10,198	—	6,604	—	2,449	—	—	—	—	—	—	20	27,622
26,001-33,000 lbs.	June-80	27	131	—	2,769	—	1,633	—	—	—	—	—	—	—	4,560
	6 Mos.-80	335	1,141	—	20,567	—	4,172	—	—	—	—	—	—	5	26,220
33,001 lbs. and over	June-80	127	1,231	—	844	438	2,374	—	434	1,333	320	—	700	152	7,953
	6 Mos.-80	782	8,700	—	7,884	5,812	6,170	—	5,516	11,056	3,808	—	3,640	854	54,222
Total	June-80	22,289	10,391	12,482	19,550	438	6,032	2,148	434	1,333	320	2,835	700	643	79,595
	6 Mos.-80	249,845	68,764	68,667	254,644	5,812	16,567	21,052	5,516	11,056	3,808	15,228	3,640	1,575	726,174
	6 Mos.-79	595,289	160,202	148,922	612,147	7,527	54,086	59,612	7,408	16,205	5,056	—	6,417	d 7,009	1,679,880
Trucks with Diesel Engines*	6 Mos.-80	19,762	18,948	—	18,818	5,812	11,081	—	5,516	11,056	3,808	8,733	3,640	879	108,053
	6 Mos.-79	19,583	16,863	—	19,197	7,527	26,348	—	7,408	16,205	5,056	—	6,417	1,027	127,631

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter. Flxible and trucks shipped by Freightliner to Consolidated Freightway and their other dealers.
a—AM General. b—Includes 402 AM General. c—Includes 559 AM General. d—Includes 5,970 AM General.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	June-80	4,536	—	315	25	77	4,953
	6 Mos.-80	18,117	—	962	330	353	19,762
Ford	June-80	—	—	154	1,944	794	2,892
	6 Mos.-80	—	—	681	10,618	7,519	18,818
Freightliner	June-80	—	—	—	—	438	438
	6 Mos.-80	—	—	—	—	5,812	5,812
GMC	June-80	1,864	—	484	119	1,187	3,654
	6 Mos.-80	7,756	—	1,713	1,120	8,359	18,948
IHC	June-80	—	878	230	1,071	2,372	4,551
	6 Mos.-80	—	1,539	556	2,820	6,166	11,081
Kenworth	June-80	—	—	—	—	434	434
	6 Mos.-80	—	—	—	—	5,516	5,516
Mack	June-80	—	—	—	—	1,333	1,333
	6 Mos.-80	—	—	—	—	11,056	11,056
Peterbilt	June-80	—	—	—	—	320	320
	6 Mos.-80	—	—	—	—	3,808	3,808
Volkswagen	June-80	1,684	—	—	—	—	1,684
	6 Mos.-80	8,733	—	—	—	—	8,733
White	June-80	—	—	—	—	700	700
	6 Mos.-80	—	—	—	—	3,640	3,640
Others	June-80	—	—	—	—	152	152
	6 Mos.-80	—	—	20	5	854	879
Total	June-80	8,084	878	1,183	3,159	7,807	21,111
	6 Mos.-80	34,606	1,539	3,932	14,893	53,083	108,053
	June-79	3,329	1	2,414	2,514	13,688	21,946
	6 Mos.-79	19,014	216	8,891	12,765	86,745	127,631

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	May 1980	5 Months—1980 Units	5 Months—1980 Value*
Vans	6,328	42,907	537,826
Tanks	731	4,639	132,608
Bulk commodity and dry material	150	1,006	24,945
Pole and logging	99	601	7,356
Platform	1,497	11,541	97,817
Low-bed heavy haulers (over 10 tons)	460	3,357	47,910
Dump trailers and dump chassis	539	4,094	62,834
Dollies or converter gear	226	4,066	14,870
Auto transports	13	116	2,866
All other tractors and chassis	269	1,611	13,995
Total—Complete tractors and chassis	10,312	73,938	943,027
Detachable trailers†	511	3,671	36,005
Detachable trailers chassis†	881	7,640	30,067

Source: Industry Division, Bureau of the Census.
†Sold separately.
*Add 000.

TRUCK AND BUS PRODUCTION

Make	July 1980	July 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	34,118	79,655	306,023	706,459
GMC	14,625	37,657	102,787	228,726
Chrysler	3,179	8,744	84,755	233,568
Ford	24,203	74,311	313,191	755,133
International	8,017	3,800	30,771	79,500
Jeep Corp.	0	625	39,994	84,354
AM General	866	1,232	4,722	12,142
Mack	1,568	2,272	15,029	21,364
Volkswagen of America	2,880	—	17,777	—
White	0	542	3,362	7,184
Others	2,580	3,145	23,757	25,204
Total—Trucks and Buses	92,036	211,983	942,168	2,153,634
Total—Passenger Cars	415,350	584,487	3,831,908	5,478,701
Total—Motor Vehicles	507,386	796,470	4,774,076	7,632,335

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	June-80	33	39	437	—	—	4,625	5,134
	6 Mos.-80	421	92	1,714	—	—	18,737	20,964
Chrysler	June-80	—	—	—	—	—	—	—
	6 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	June-80	1,909	645	1,132	—	—	—	3,686
	6 Mos.-80	11,569	5,194	6,087	—	—	—	22,850
Freightliner	June-80	65	270	112	—	—	—	447
	6 Mos.-80	781	3,626	1,465	—	—	—	5,872
GMC	June-80	225	449	1,391	—	—	1,931	3,996
	6 Mos.-80	1,500	3,535	7,159	—	—	7,895	20,089
International	June-80	142	1,974	434	1,382	—	892	4,824
	6 Mos.-80	617	5,344	1,432	3,458	—	1,597	12,448
Jeep Corp.	June-80	—	—	—	—	—	807	807
	6 Mos.-80	—	—	—	—	—	†1,547	1,547
Kenworth	June-80	43	422	173	—	—	—	638
	6 Mos.-80	1,173	3,742	1,521	—	—	—	6,436
Mack	June-80	22	117	24	—	1,540	23	1,726
	6 Mos.-80	95	899	172	—	11,853	160	13,179
Peterbilt	June-80	52	239	55	—	—	—	346
	6 Mos.-80	716	2,493	838	—	—	—	4,047
Volkswagen	June-80	—	—	—	—	—	1,697	1,697
	6 Mos.-80	—	—	—	—	—	8,760	8,760
White	June-80	56	496	198	—	—	—	750
	6 Mos.-80	310	2,741	898	—	—	—	3,949
Others	June-80	19	76	77	—	—	—	172
	6 Mos.-80	275	453	460	—	—	—	1,188
Totals	June-80	2,566	4,727	4,033	1,382	1,540	9,975	24,223
	6 Mos.-80	17,457	28,287	21,746	3,458	11,853	39,752	122,553
	June-79	3,409	6,508	7,017	1,919	3,047	3,433	25,333
	6 Mos.-79	20,272	43,008	33,931	9,826	16,928	20,249	144,214

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis and Volkswagen. †Isuzu.